

## Saudi minister suggests compromise

# Concession hint boosts peace hopes in Gulf

By CHRISTOPHER WALKER IN CAIRO AND NICHOLAS BEESTON IN BAGHDAD

SAUDI Arabia has given prospects of a diplomatic solution to the Gulf confrontation an unexpected boost with the suggestion that Kuwait might make territorial concessions to Iraq.

The Saudi defence minister, Prince Sultan bin Abdulaziz, told Arab reporters on Sunday that Saudi Arabia "sees no harm in any Arab country giving its Arab sister land, a site or a position on the sea", an apparent reference to the strategic Kuwaiti islands of Bubiyan and Warbah at the mouth of the Gulf.

The hint brought a sharp drop in oil prices, with December Brent crude falling from a high of \$32.40 last Friday to \$26.65 a barrel by late afternoon.

But the Saudi prince, who said Arab countries were ready to grant Iraq "all its rights", insisted there was no question of watering down demands for its unconditional withdrawal. Iraq in turn reiterated that the entire emirate would forever remain its 19th province.

Senior Iraqi sources dismissed as "wishful thinking" suggestions that President

Saddam Hussein might withdraw, but there were signs yesterday that Iraq wants the West to believe that such a move was possible. There were unconfirmed reports of troops being pulled back to the north of Kuwait, and leaflets were said to be circulating in Baghdad or Kuwait saying that President Saddam had had a dream in which the prophet Mohammed instructed him to withdraw from most of Kuwait, keeping only the two islands and the disputed Rumailia oil field.

Prince Sultan's remarks contrasted sharply with Riyadh's previous harsh criticism of Baghdad. They had particular impact because the exiled Kuwaiti government has been given sanctuary in Saudi Arabia and is considered to be more influenced by Saudi opinion than by that of any other Arab government.

Reporting the briefing for Arab journalists, the Catgari news agency said yesterday: "The Arab countries are ready to give Iraq all its rights. Any Arab who has a claim on his brother should take it by understanding, not by force. Saudi Arabia supports giving rights to their owners and backs Arab national security, including making fraternal Arab concession, whether to meet confirmed or doubtful rights."

The idea that Iraq might withdraw in return for the disputed islands and oilfield was first floated by President Gorbachev's adviser Yevgeni Primakov after a visit to Baghdad. The concept has been at the centre of repeated peace plans since the invasion on August 2. Diplomats say that the main sticking point has been timing, with the United States insisting that Iraq must not be seen to gain anything from its aggression. Iraq has consistently rejected the possibility of conceding any of Kuwait. But the denial

is seen more in the context of political bargaining than as a final position.

The Saudi leadership's sudden, unexplained, move was seen in both Arab and Western circles yesterday as a further sign that the region is heading for a final intensive period of diplomatic activity before the United States and its allies complete their military build-up. "Saudi Arabia, as the host nation to the anti-Iraq coalition is a key player," one European diplomat said. "That is why its stand is being closely watched both in the West and in Baghdad. Even a nuance can be important at a time of maximum sensitivity such as we are approaching."

Iraq, meanwhile, perceives a weakening of the alliance ranged against it. "The American intentions are still hostile and they are still massing forces against us," a senior Iraqi official said. "But the growing international opposition to war is now more prominent than it was a month ago. There is a growing awareness in the West of dangers of war in the Gulf."

The rumours of troop movements and "dream" leaflets appeared to be a further attempt to use disinformation to reduce Western support for the use of force. No-one at the British embassy had seen the leaflets and if there were only a handful, they may have been intended to encourage wishful thinking in the West. On the other hand, President Saddam may be looking for a face-saving way out.

The Iraqi leader may have a dual strategy: if the West accepted a deal on the islands and oil field he could back down gracefully; if it refused, the mere suggestion of a compromise and the planned release of many hostages might reduce the Western public's appetite for force.

Paris rebuilt, page 10

## Baghdad to set hundreds free

From NICHOLAS BEESTON IN BAGHDAD

IRAQ yesterday moved to release hostages from three Western nations, including Britain, as a tactic apparently calculated to drive a wedge into the Western alliance.

In separate announcements, the authorities in Baghdad said they would release all 250 French hostages, scores of Britons and a dozen Americans.

Edward Heath, the former prime minister, was on the verge of securing the release of some British hostages last night after a day of intensive talks with the Iraqi authorities. The fate of the Britons was negotiated in an atmosphere better suited to the Baghdad souk than the presidential palace, as Mr Heath's aides haggled with Iraqi officials to get as many hostages out as possible.

News of the releases came too late for one Briton who was being held hostage in Iraq. Ron Duffy, aged 62, from Newcastle, died of a heart attack last week in captivity. Iraq informed the British authorities of the death on Friday and a post mortem examination is being held.

It seemed likely last night that 40 or more ill Britons would be allowed to return

home, in addition to a handful of young detainees under the age of 21. Mr Heath, who was holding talks late into the night with officials from the presidential palace, also received assurances that 30 detainees from Liverpool, working on a new extension to President Saddam Hussein's living quarters, would be allowed to leave the country in the coming weeks when their contracts expire.

The fate of 200 Irish and 43 British nurses, who had previously been told that they could not leave the country until they were replaced, was still in the balance. About 150 transit passengers on a British Airways aircraft stranded in Kuwait during the invasion, will not be freed.

"We are still making last-minute applications for the release of some of the seriously ill," said Dr Jeffrey Easton, Mr Heath's doctor from Salisbury, who has been instrumental in arguing for the release of some of the most deserving cases. "We have received assurances that some people will be allowed out but we will probably not know the

Continued on page 22, col 1

Hostage's letter, page 10

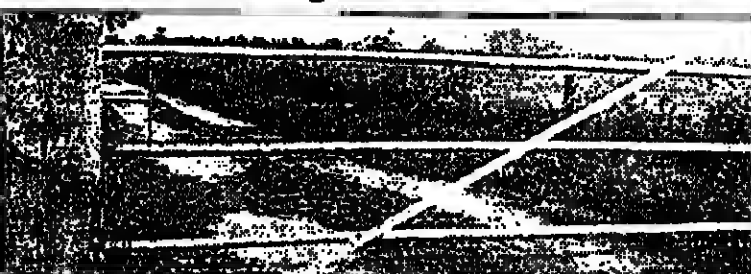
## National Trust rejects 'elitist club' gibe

By LIN JENKINS

THE National Trust is an elitist club of art experts dedicated to preserving dinosaur country houses and ignoring its original role of opening up the countryside for everybody, a leading conservationist said last night.

Rodney Legg, chairman of the Open Spaces Society, the country's oldest national conservation body, criticised the trust for illegally blocking footpaths and bridleways, fencing common land in contravention of its own act of parliament, being secretive about property it owns and refusing public access to impressive landscape features which would not be harmed by new public rights of way.

However, Angus Stirling, director general of the trust, said that Mr Legg's views were a figment of his imagination and he defended the trust's policy towards access to the



Keep out: the chained and padlocked gate at Zeals Knoll in Wiltshire

countryside. Mr Legg, in a lecture to the trust in London, said: "From being an egalitarian access organisation promoting the public good, the trust has become an elitist club of art connoisseurs, and defensive in the protection of a prize collection of dinosaurs."

He accused the trust of taking on the feudal values of land that it has

bought and inherited and said that trust representatives responsible for running vast areas of land showed all the worst characteristics of the land they have acquired.

Mr Legg's comments came just a fortnight before a motion, sponsored by the Ramblers Association, is put to the trust's annual meeting calling for the trust to be given to increasing

public access on trust land, marking all trust land on ordinance survey maps and dedicating more rights of way. The motion has welcomed by the trust's controlling 52-member council but without any promise of immediate action.

Mr Legg said that when the trust was formed in 1895, its aim was to provide open ground and gardens for artisans and the urban poor. However, many of the 400 square miles of farmland leased to farmers by the trust was less accessible under trust care than it had been under private landlords.

"They should be model landlords with an access ethos, but they are not. They have anti-public sentiments picked up along with the estates they have acquired. They need to look at the whole problem and find some way

Continued on page 22, col 3

## Italy acts to avert Britain, EC clash

From PETER GUILFORD IN LUXEMBOURG

LESS than a week before European Community leaders meet in Rome, Italy has moved to avert a clash between Margaret Thatcher and her 11 European Community counterparts.

Italy showed readiness, during a meeting of EC foreign ministers in Luxembourg yesterday, not to press yet for a specific date on which to begin the second stage of economic and monetary union. In marked conciliation towards Britain, Rome is also warning other EC leaders not to reject outright Britain's "hard Ecu" plan, proposed as a more market-oriented alternative to the hasty three-stage Delors plan for EMU.

Laying the ground for the Rome summit, Guido Carli, the Italian finance minister, has prepared a document urging community leaders to understand that "the search for a compromise cannot exclude the UK's proposal". In a significant concession to John Major, the Chancellor of the Exchequer, the Italian paper warns against setting a fixed date for the beginning of stage two of EMU without setting a clear picture of what that stage intends to achieve.

Helmut Kohl, the German chancellor, last week called for stage two to begin on January 1, 1994, and won instant support from the European Commission and several other EC states. Britain opposed such a move and was accused of foot-dragging.

Fears of a clash at the Rome summit grew when Mrs Thatcher told Giulio Andreotti, the Italian prime minister, on Saturday she would refuse to accept a specific date.

ERM leak denied, page 9  
Cold winds, page 13  
Italy special report, pages 30-36

## Trade deficit falls to £845m

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

THE government repeated its warning to employers to keep down wage costs last night after hailing the best-monthly trade figure for more than three years as proof that its policies were working.

Labour welcomed the drop in the trade deficit from £1.2 billion in August to £845 million, the first time it had dropped below £1 billion this year. But it said that the deficit was still £13.6 million for the first nine months of the year, keeping Britain bottom of the European trade league.

John Maples, economic secretary to the Treasury, said that imports falling for the sixth consecutive month and exports rising for the third month in a row showed that government policy was working. "Exports have now been rising healthily for some time and imports have fallen. Those are the kind of trends we want to see."

He said that high wage settlements in the private sector would present problems to exporters because labour costs would rise faster than those of overseas competitors. "Our strategy is to reduce the level of inflation and industry cannot have it both ways; they wanted the pound in the exchange rate mechanism. The other side of that equation is that they have

got to keep their cost rises in line with their competitors." Gordon Brown, the shadow trade and industry secretary, said: "Despite the welcome drop in imports this month, Britain's trade deficit, £13.6 billion for the first nine months of the year, remains the worst in Europe." The government had to reform its economic policies.

Alex Carlile, Liberal Democrat trade spokesman, said that the small improvement was clearly welcome but did not suggest Britain's manufacturing industry was winning markets abroad on the scale required. "Entry into the ERM is only the beginning of a long haul. We need investment and we need that now. Another month goes by when Britain once again runs up a large trade deficit."

Two petrol companies dropped their prices last night as the cost of a barrel of North Sea Brent crude fell to by more than \$3 to \$29.10 on international markets. Jet cut 4.5p off its four-star gallon, reducing it to 220p (48.4p a litre), while Total sliced 5p a gallon, down to 220.5p (48.5p). Jet's unleaded petrol will be cut by 2.6p to 207p (45.5p a litre) while Total's will drop 5p to 206.9p.

Full report, page 23

## Ulster papers highlight devolution stalemate

DOCUMENTS published yesterday disclosed for the first time the differences which have stalled and possibly ended the government's initiative on devolution for Northern Ireland. The documents, published by *The Irish Times*, confirm that timing of talks between the constitutional party leaders in Northern Ireland and the Irish government are a central point of disagreement.

The papers also underline the extent to which the two sides differ on the overall institutional framework in which the process should be set. Another feature which comes out strongly is the degree to which Peter Brooke, the Northern Ireland minister, has aligned himself closely with the Unionist position in negotiations.

Full report, page 2

## Thatcher acts on child benefit battle

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE prime minister intervened dramatically yesterday to try to end the Whitehall tussle between the Treasury and the social security department over the level of child benefit.

She called Norman Lamont, the Chief Secretary to the Treasury, and Tony Newton, the social security secretary, to No 10 for urgent talks about Mr Newton's attempt for an increase in the benefit in line with inflation. It has been frozen for the past three years.

A Commons statement in which Mr Newton was expected to concede that he had again failed to make any headway in his negotiations with the Treasury was abruptly cancelled while the meeting with Margaret Thatcher went ahead.

However, the position remained in doubt last night after the Downing Street meeting. Senior government sources said that no decisions had been taken and that negotiations were continuing.

The social security secretary has been battling for an uprating in line with rising prices of the £7.25 weekly payment for each child made to 6.75 million families. This would add about £500 million to the annual bill of £4.6 billion and increase the payment to just over £8 a week.

Tory MPs from the left and right of the party last night called for an end to the freeze. Sir Barney Hayhoe, a former health minister, said it was "incongruous" for the Conservatives to ignore the special responsibilities of parenthood. Gerald Howarth, of the No Turning Back group, said that he was opposed to a further freeze.



Service details, page 16

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# Leaked papers reveal Ulster talks stalemate

By EDWARD GORMAN, IRISH AFFAIRS CORRESPONDENT

THE differences which have stalled and possibly put an end to the government's initiative on devolution for Northern Ireland were disclosed in documents published in *The Irish Times* yesterday.

The documents confirm that a central point of disagreement remains the timing of talks between the constitutional party leaders in Northern Ireland and the Irish government.

The papers also underline the extent to which the Irish government and the Social Democratic and Labour party on one side and the Unionists and Peter Brooke, the Northern Ireland secretary, on the other, differ on the sovereign or institutional framework in which the process should be set.

Another feature which comes out strongly is the degree to which Mr Brooke has aligned himself closely with the Unionist position in negotiations until now. This, combined with the central role it is clear he expects to play in the talks representing the Unionists, undermines the sense of him acting as an "honest broker," or an impartial facilitator in the process.

The documents are a text drafted by the Northern Ireland Office on July 16 setting out the terms of a statement Mr Brooke had hoped to make in the House of Commons before the summer recess, announcing that inter-party talks in Northern Ireland would begin in the autumn.

This draft was drawn up in large part in agreement with the two Unionist leaders, James Molyneux of the Ulster Unionist Party and Ian

Paisley of the Democratic Unionist Party. A second document dated July 18 is an alternative draft of the same speech prepared by John Hume, the SDLP leader, which makes explicit the areas of disagreement which prevented the statement being made before the recess.

The central aims of the disputed statement are to set out that talks are possible, then to describe their structure and finally to define the practical steps to be taken to get the process underway. It is only in this third area that significant disagreements are absent and the wording in the two drafts is almost identical.

The striking feature of the Brooke draft is how often he mentions the phrase "United Kingdom," emphasizing that the sovereignty of Northern Ireland is not being placed in jeopardy by the talks. While the Brooke draft mentions the phrase seven times, Mr Hume's alternative never mentions it.

Mr Brooke defines the three



Hume: no reference to the United Kingdom

sets of talks which lie at the heart of the initiative, as between the government and the main constitutional parties in Northern Ireland; between the Irish government and the Northern Ireland parties, including the Unionist parties, led by myself as Secretary of State for Northern Ireland representing the United Kingdom government; and between the United Kingdom and the Irish Republic.

By contrast, Mr Hume defines the three relationships without reference to the UK. His alternative is talks "within Northern Ireland", "between north and south", and, "between Britain and the Irish Republic".

The problem of "UK-ness," appears again in different forms. Mr Brooke's draft refers to talks working towards "agreement on new arrangements for the government of Northern Ireland within the United Kingdom." Mr Hume's draft omits this.

Mr Brooke concludes his text by talking of a new agreement between "the Republic and the United Kingdom of Great Britain and Northern Ireland." Mr Hume prefers "between the peoples of these islands".

The fact that these drafts were leaked to *The Irish Times* with permission that they be published, whether by Unionists or nationalists, hardly bodes well for the initiative which is to be the subject of an Anglo-Irish conference meeting between teams led by Mr Brooke and Gerry Collins, the Irish foreign minister, in London on Thursday.



Hot meal: Chubby Oates, a fire-eating comedian, demonstrating his skill yesterday in central London. He is one of a number of fund-raisers, including the comedian Tom O'Connor, who will seek to set annual records over the next few weeks to raise money for a children's village in India. He is watched by Tadma Chandel, aged 14, from Pestalezzi village. Chubby will be trying to set a fire-eating record while Tom O'Connor is collecting the world's worst jokes.

## School in sex bias dispute to opt out

By CRAIG SETON

JOHN MacGregor, the education secretary, yesterday gave permission to opt out of local authority control to a boys' grammar school in Birmingham that was threatened with closure after refusing to admit girls.

Handsworth school, one of six grammar schools in Birmingham, will become grant-maintained from January and will remain boys only. Governors and parents voted to seek opt-out status when the Labour-led City Council said the school might be closed to balance the number of girls' grammar school places in Birmingham with those provided for boys.

The City Council was found guilty by the High Court of sex discrimination three years ago because almost 200 more places for boys were provided in the city's single-sex grammar schools than for girls. The judgment was upheld by the Appeal Court and the House of Lords.

The council, which opposes selection, said it had no control over the admission policy of Birmingham's grammar schools, four of which are for boys. It asked Handsworth school to admit girls to correct the imbalance, but the governors feared it would cost too much to provide facilities.

Malcolm Cavendish, the head, said yesterday: "We are delighted with grant-maintained status. The school will continue to offer free places for boys and we look forward to some expansion of our facilities."

The council is now holding talks with the King Edward Foundation, which is responsible for the other five grammar schools, to provide more girls' places.

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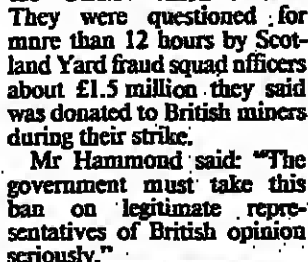
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## Moscow bans Hammond visit

THE government was last night urged to ban all visits to Britain from representatives of state-controlled unions in the Soviet Union after Eric Hammond, general secretary of the EETPU, the electricians' union, said he had been refused entry into Russia (Tim Jones writes).

Mr Hammond said visas had been refused to him and to delegates from the Union of Democratic Mineworkers to attend the congress of the independent miners' union in Donetsk. Last month, a Soviet miners' delegation sponsored by the EETPU and the UDM visited Britain. They were questioned for more than 12 hours by Scotland Yard fraud squad officers about £1.5 million they said was donated to British miners during their strike.

Mr Hammond said: "The government must take this ban on legitimate representatives of British opinion seriously."



Hammond: visa to visit Soviet miners refused

## Rover unions call for 13% pay rise

By TIM JONES, EMPLOYMENT CORRESPONDENT

UNION leaders representing 30,000 manual workers at Rover yesterday presented to management a claim for a substantial pay rise aimed at achieving increases of up to 13 per cent.

Ignoring government warnings that increases above the level of inflation would lead to job losses, the unions at Rover seem determined to match the benchmark rises of 12 per cent won by counterparts at such companies as Jaguar and Ford.

The claim comes as the government faces a pay battle with thousands of public sector workers after signalling that it would resist demands to match above-inflation increases in private companies.

The National Union of Mineworkers, which is pressing British Coal for a £50 a week rise, is to ballot members on November 15 and 16 on a full overtime ban in support of its claim.

British Coal has said it cannot afford to pay anywhere near the claim and has insisted the NUM recognise the right of the Union of Democratic Mineworkers to negotiate at pits in which it is in a majority.

● The BBC is to shed 80 jobs in the Midlands through natural wastage, voluntary redundancy and controlled recruitment at its Pebble Mill studios as part of a plan aimed at saving the corporation £75 million annually by 1993.

About £1.6 million will be saved as a result of the Midlands job cuts, with further savings of £900,000 expected with the introduction of changes in working practices, improved production techniques and more efficient

management. Midlands BBC, the first region to announce job cuts, has already achieved savings of £185,000 this year, its contribution to the corporation's plan to cut staff costs by one per cent during the year 1990/91.

Broadcasting unions have forecast that at least 2,000 more production jobs in BBC network television are at risk as a result of the government's requirement that 25 per cent of all programmes must be independently-made by 1993.

## Husband denies rat poison plot

A husband tried to kill his wife by sprinkling rat poison on her cheese on toast because she was slow-witted, Chelmsford Crown Court was told yesterday.

Christopher Ball, for the prosecution, said that Andrew Day felt his wife would not be able to cope with divorce, so he decided to kill her and asked a friend for some rat poison. The next day he told the friend he had sprinkled it on to cheese on toast before giving it to his wife. Mr Ball said: "He was somewhat disappointed when she woke up the next morning."

Mr Day, aged 31, of Chelmsford, denies attempted murder. The case continues today.

## Not guilty plea

Terry Marsh, aged 32, the former boxing champion, of Basildon, Essex, pleaded not guilty to the attempted murder of Frank Warren, his former manager, when he appeared at the Central Criminal Court yesterday. The jury was sworn in and sent home until today before hearing any of the evidence while Mr Justice Fennell dealt with legal argument.

## Swimmers alert

Seventy-five swimmers were taken to hospital yesterday after inhaling chlorine fumes from a gas leak at baths in South Benfleet, Essex. They suffered burning sensations in their eyes and throats, but none was seriously ill. The leak was believed to have originated from a water filtration unit. It was immediately closed and council officials called in to investigate.

## Housing benefit

Councils are to be paid a flat-rate sum if they find tenants for some of the nation's 100,000 empty council houses and flats, Michael Spicer, the housing minister, said yesterday. The scheme will replace a sliding scale of allowances that make up for income lost from rent on empty properties, which Mr Spicer described as a disincentive to find new occupants.

## Scientists describe ecological disaster

By NIGEL HAWKES, SCIENCE EDITOR

THE shrinking Aral sea in Russia and the devastated region around it is the worst ecological disaster in the world, the Royal Geographical Society was told yesterday.

Three British scientists who have just returned from a visit to the region reported that Soviet irrigation and agricultural policies had destroyed the sea, once the fourth largest area of fresh water in the world. So much water had been taken from the rivers that drain into the sea that they no longer reached it, while the use of pesticides and defoliants on the area's cotton crops had had catastrophic effects on human health.

Denys Brunsden, professor of Geography at King's College London, said that the situation was much worse than he had expected. The level of water in the lake had fallen by more than 14 metres in the past 30 years, 50 miles of sea floor had been exposed, a flourishing fishing industry had been destroyed, the cli-

mate had changed and the residues of agricultural chemicals left on the exposed sea bed were causing illnesses. More than 10 per cent of children died in their first year, he said, statistics that even the poorest Third World countries could not match. Mortality from chronic gastritis and kidney disease had increased by 15 times, heart disease had doubled, cancer had increased tenfold and deaths from tuberculosis were 21 times higher.

Tony French, senior lecturer in geography at University College London, said that if present trends continued there would be very little of the sea left by the end of the century.



## Three foreigners remanded over poll tax violence

By JAMIE DETMER

TWO Dutchmen, an Italian pavement artist and two Irishmen were among 14 anti-poll tax demonstrators who appeared before London magistrates yesterday charged in connection with the disturbances in Brixton, south London, at the weekend.

Three of them were remanded in custody by Hove Road magistrates on charges including causing grievous bodily harm and possessing offensive weapons.

Hein Te Riele, aged 19, a trainee sound engineer from Amsterdam, denied causing grievous bodily harm to a police officer. "You are facing

very grave charges indeed," he was told by the magistrate. A fellow Dutchman, Raymond Eyeriks, aged 18, was accused of causing affray.

Toni Russi, aged 20, a pavement artist from Naples, was accused of assaulting a police officer and possessing an offensive weapon. The Irishmen, who both live in north London, were granted bail.

Nearly all of the British-born defendants came from outside London, one travelling from Scotland for the protest. Most were in their early 20s and either students or unemployed.

They appeared in court as

organisers of Saturday's demonstration admitted that several hundred political groups in Europe have been asked to support the anti-poll tax agitation.

Alistair Mitchell, an organiser of the Trafalgar Square Defendants Campaign, claimed that British anti-poll tax activists were linked to European groups by an information network. "We have had people from Athens, Amsterdam, Oslo and Vienna coming here in support of British people facing high poll tax charges."

The cases were heard as David Waddington, the home secretary, rejected claims from the organisers of the demonstration that police overreacted on Saturday. "I know of no evidence to support that proposition," he said. "What is absolutely clear is that some fire bombs were thrown. It is a very serious matter for people to go on an expedition like this armed with Molotov cocktails."

Altogether, 91 demonstrators have been charged in connection with Saturday's disturbances.

Police yesterday repeated their claims that the trouble was provoked by a hard core of anarchists. John Metcalfe, deputy assistant commissioner in charge of policing the demonstration, denied that his officers saw the protest as an opportunity for a "re-match" of the Trafalgar Square riot in March.

Steve Nally, secretary of the Militant Anti-Poll Tax Federation, issued a warning last night of another demonstration in London next spring. "It is an outrage that both senior police officers and Tory MPs are suggesting that future poll tax demonstrations be banned," he said.

## Warning of £20 rise in charges

By CRAIG SETON

THE level of non-payment of the poll tax in Birmingham could add £20 a head to next year's charge, the city council said yesterday when it gave more than 2,000 defaulters a final two weeks to pay before bailiffs are sent in.

The council collected £66 million in community charge payments in the first five months, £17 million less than the figure budgeted for.

Roger Burton, the city treasurer, said the council estimated that the shortfall by the end of the financial year would drop to about £15 million, or 7.5 per cent of the £200 million due to be collected in a full year after rebates had been calculated.

Mr Burton said 44,000 of the 700,000 people who were eligible to pay had paid nothing by mid-September, and 2,123 who were the first to appear before the courts for

non-payment were now being given a final warning to make arrangements to pay within two weeks. If they continued to default, bailiffs could seize property to the value of the amount owed.

Courts in Birmingham have been dealing with defaulters at the rate of 300 a week since last month. The number is to be increased to 3,000 a week from the end of this month.

Sir Richard Knowles, leader of the Labour-led council, said yesterday that sending in bailiffs would be a last resort and the city would deal sympathetically with people suffering genuine financial hardship. "This city is not a pushover. We are not going to cut services to let people get away without paying the poll tax. We know the tax is unpopular, but I do not think it unreasonable to expect a response within 14 days," he said.



Candid camera: a photograph taken of Edward Vickery allegedly assaulting hunt saboteur Chris Morgan during a hunt meeting in Somerset

## Huntsman attack recorded on film

A HUNTSMAN who attacked protesters trying to spoil his day's sport smashed the camera of one anti-hunt group member, unaware that a second photographer was recording in connection with Saturday's disturbances.

Police yesterday repeated their claims that the trouble was provoked by a hard core of anarchists. John Metcalfe, deputy assistant commissioner in charge of policing the demonstration, denied that his officers saw the protest as an opportunity for a "re-match" of the Trafalgar Square riot in March.

Steve Nally, secretary of the Militant Anti-Poll Tax Federation, issued a warning last night of another demonstration in London next spring. "It is an outrage that both senior police officers and Tory MPs are suggesting that future poll tax demonstrations be banned," he said.

turned on anti-hunt protesters as they tried to take a picture of a terrified deer being hunted on the Quantock Hills, Somerset, in April.

Vickery rode at Christopher Morgan, aged 32, a psychiatric nurse, as he tried to focus his camera. A struggle ensued in which Mr Morgan's little finger was injured and his camera lens smashed. Magistrates also ordered Vickery to pay £140 compensation with £316 costs.

The court was told that Vickery, who pleaded guilty,

## X-ray firm fined £3,000

ALMOST 250 women were given higher doses of radiation than normal during routine breast-screening checks with a machine with which someone had tampered. Oxford Crown Court was told yesterday.

The machine, supplied and installed by Medical X-ray Supplies, lacked a vital part which controlled the amount of radiation given to patients. Charles Wide, prosecuting for the Health and Safety Executive, said: "Because the field-limiting diaphragm was missing, a larger area of each

person screened was exposed to the beam. Both breasts were subjected to radiation when only one should have been."

Medical X-ray Supplies of Kingsbury, northwest London, admitted failing to make a vital examination of the unit to ensure that safety features and warning devices were working correctly.

Judge Peter Crawford, QC, fined the company £3,000 and ordered it to pay £3,000 costs. He said that the investigation which led to the prosecution has disclosed a sorry tale of slipshod practices on the part

of many individuals and a number of corporations. "It has also disclosed something more sinister — the deliberate interference by some person who is unknown of a safety device intended to limit X-ray emissions from this machine. That person, whoever he is, is guilty of a very serious crime."

However, there was no suggestion this tampering was carried out by Medical X-ray Supplies and the person responsible had not been found. The judge reassured patients screened that there was no need for concern.

## Princess Royal banned for two speed offences

By RAY CLANCY

THE Princess Royal was banned from driving for a month and fined £150 yesterday after admitting two speeding offences. Magistrates heard that she twice went through police speed traps on the same section of a road near her home in Gloucestershire last August.

The princess, admitted through her barrister, Michael Sullivan, driving at 90 mph and 77 mph in Fosse Way,

near Stow, where the speed limit is 60 mph. She is the third member of the royal family to be banned and it was her second court hearing. She was fined £40 for driving at 90 mph on the M1 in 1976. She also received a written warning from the Thames Valley chief constable in 1972 after being warned twice for speeding on motorways.

Malcolm Hayes, for the prosecution, told Stow-on-

the-Wold magistrates that the princess was recorded driving at 90 mph on police Vascar equipment on August 2 at Hollow Fosse on the A429. Seven days later, a hand-held radar device recorded her driving at 77 mph on the same road.

Mr Sullivan said the princess wished to express her regret for both offences. He told the court that on the first occasion she had accelerated to overtake another vehicle and that the weather and visibility at the time were good and the road ahead was clear. He said she accepted that she had been doing 90 mph but "was a little surprised" by the speed recorded. On the second occasion, driving conditions had also been good.

Magistrates fined the princess £100 for the first offence, £50 for the second and added £10 costs. They also endorsed her licence with three penalty points. Mr Sullivan paid the fines by cheque on her behalf. Buckingham Palace said she would be able to use the fleet of chauffeur-driven royal cars kept at the Palace Mews.

There has been considerable criticism recently of members of the royal family speeding. Prince Michael of Kent, president of the RAC British Motor Sport Council, was disqualified for two weeks in July after admitting driving at 104 mph on the M4. He was also banned for three months in 1974 for driving at 110 mph in a 50 mph area. Lord Linley has been banned three times in two years.

Captain Mark Phillips, who is separated from the Princess Royal, and the Duke of Gloucester have also been fined for speeding.

Earlier this month, the Princess of Wales was given a verbal warning for driving at 50 mph in London.



Lotus Carlton: customers may have to take course

## Lessons for buyers of 175mph car

By KEVIN EASON, MOTORING CORRESPONDENT

DRIVERS who want to buy Britain's fastest saloon may have to have special motoring lessons before they are allowed to take away their £48,000 car. Vauxhall says it will offer a free course of driving lessons to buyers of its 175 mph Lotus Carlton, of which only 440 will be available in Britain.

Drivers who refuse are being asked to sign a form saying they turned down the courses and may even be

refused a car in the future. Paul Tosch, Vauxhall's managing director, said yesterday, however, that no such decision had yet been made.

The performance of the car, which has a 3.6 litre, twin turbo-charged engine, has led to warnings from police and safety experts that it is too powerful for British roads.

Other companies marketing high-performance cars, such as Porsche and Audi, also offer driving courses.

## Softer jail uniform favoured

By QUENTIN COWDRY, HOME AFFAIRS CORRESPONDENT

CHANGES in prison officers' uniforms to make them look less authoritarian might be recommended by the Woolf enquiry into this year's jail riots.

Lord Justice Woolf's team is worried that the regulation navy blue worn by officers might seem too militaristic, particularly when the service is trying to do more to reform prisoners.

Lord Justice Woolf told a seminar yesterday that the uniforms gave an immediate message as to which direction the prison service faces. He said that the question of prison officers' dress was hardly central to the enquiry, but it could be symptomatic of sources of tension in jails. Enquiry sources said that no decisions had been taken by

the team, but that the question of how the uniforms might be softened was attracting serious interest.

The issue, to the surprise of those attending the seminar at the City university, London, provoked the liveliest debate of the sixth round-table discussion being held under the second phase of the government-appointed enquiry.

Groups such as the Prison Reform Trust and the National Association for the Care and Resettlement of Offenders (Nacro) said that the uniform should be scrapped, while Louis Blom-Cooper, chairman of the Press Council and a past chairman of the Howard League, said that officers should no longer wear peaked caps.

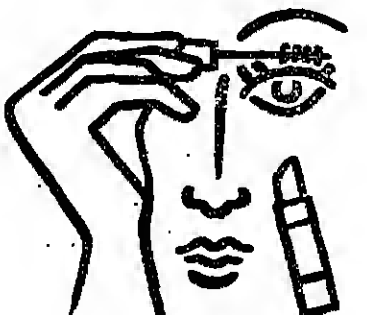
Vivien Stern, director of

Nacro, said that uniforms underlined the inconsistencies in the prison service's philosophy. "First, you give staff a militaristic uniform and a lot of the trapping which goes with coercive power and then you tell them that they must be nice to inmates, respect their rights and prepare them for release." Management needed to create an ethos which emphasised that staff worked primarily as residential carers.

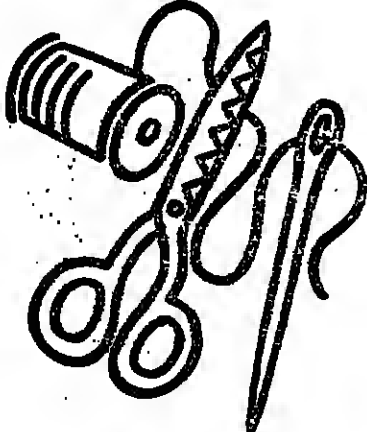
Asked by Lord Justice Woolf what prisoners should wear, Miss Stern replied: "Clothes." She said that a service that genuinely valued the quality of its staff-inmate relationships did not need such obvious means to distinguish those working in jails from those living in them.



LLOYDS



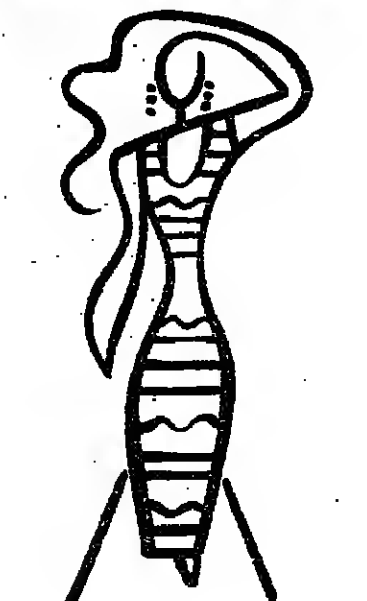
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If you can't wait for Springtime in Paris, try Winter in Birmingham.

Dedicated followers of fashion should be reaching for their personal organisers and Mont Blanc pens.

Because from 6-10 December, "Clothes Show Live" will be previewing the Spring '91 collections from over 200 fashion and beauty houses.

It's the largest style exhibition ever staged in the UK.

This year, it will be held at the National Exhibition Centre, Birmingham. And, for the first time, it's being sponsored by Lloyds Bank.

As well as being able to preview the '91 collections, there'll be a series of fashion shows, six times a day, in the Lloyds Bank Fashion Theatre.

What's more, each of these live shows will feature outfits designed for the Lloyds Bank Fashion Challenge.

There will also be a major presence throughout from BBC Radio 1 and Television, with a live edition of the Clothes Show TV programme on 9 December.

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# Lawyers call for reforms on corporate liability

By LIN JENKINS

LEADING lawyers involved in piecemeal and complex civil and criminal law surrounding disasters as diverse as the Hillsborough tragedy and the AIDS haemophilia victims are calling for a royal commission on a new system for coping with the aftermath of disasters.

After the collapse of the Zeebrugge manslaughter trial last week, questions have been raised whether existing laws and procedures can cope adequately with disasters and the public's expectation that someone will be held responsible and compensation forthcoming.

Davis Arnold Cooper, a leading City firm involved in litigation arising from Hillsborough, the Bradford football ground fire, Abbeystead, waterworks explosion, Piper Alpha tragedy, Open arthritis drug and whooping cough vaccine, says reform is needed urgently.

It says a simple process needs to be developed to fit all disasters to prevent anomalies whereby a public investigation or a public inquiry may or may not follow a disaster and to standardise the legal pro-

cess for compensation claims. David Macintosh, senior partner of the firm, said: "What happens after something like the Zeebrugge trial outcome following an inquest verdict of unlawful killing is that the public hold the law in contempt."

"Rather than use an old system which does not easily fit into the needs of modern-day disasters we need to have a proper look at what is needed and what will work, preferably before we have another."

Mr Macintosh said the royal commission should be headed by a High Court judge with experience of a recent disaster, and seek to clarify the criminal law on corporate responsibility, decide whether police investigations into blame should be a matter of course (unlike Zeebrugge where the police investigation was initiated only after the inquest verdict) and how the outcome of various enquiries relate to each other. Lessons could be learned from the Scottish system where public enquiries and inquests are combined into accident enquiries.

Mr Macintosh said reform was necessary to avoid creeping towards the American system of damages which had backfired to the extent that the cost of litigation has become a barrier between consumer and supplier has gone haywire. The royal commission should not be dominated by those whose interests lay with the victims. "Representatives from industry and from amongst those who regularly defend mass tort and routine injury litigation in the civil courts should be involved."

Mr Macintosh said the Zeebrugge trial, where Mr Justice Turner directed the jury to return verdicts of negligence when the prosecution failed to produce evidence to support individual and corporate manslaughter charges, showed that manslaughter was not the method by which to hold someone liable.

"There should be some method of ensuring that corporations as well as individuals who fail in safety responsibilities are held accountable, but at present there is no offence which links some safety element with criminal liability."



Macintosh: need for new approach to disasters

## Domestic air fares to rise by further 5%

By HARVEY ELLIOTT

AIR CORRESPONDENT

DOMESTIC air fares are to rise by a further 5 per cent as the Gulf confrontation continues to keep oil prices high.

The increase comes on top of a 4 per cent rise last month and is likely to be followed by similar rises in international air fares.

British Airways said yesterday that it had applied to the Civil Aviation Authority for permission to raise the cost of a ticket from London to Glasgow from £92 to £97 from November 12 to August 31, a similar ticket cost £87. The increase will apply to all domestic services apart from the Highlands and Islands where more fuel-efficient aircraft are used. British Midland is also to apply for similar increases on its domestic routes.

Since the beginning of August the price of fuel has risen by 142 per cent, plunging most airlines into an operating loss and halting the continued growth in passenger numbers. Airline yields have been further affected as more business passengers are booking economy seats rather than pay the higher price for a business class fare.

The continuing problems and the need for further price rises will be discussed by airlines at the annual meeting of the International Air Transport Association in Geneva next week.

## Tyre piles become a burning political issue

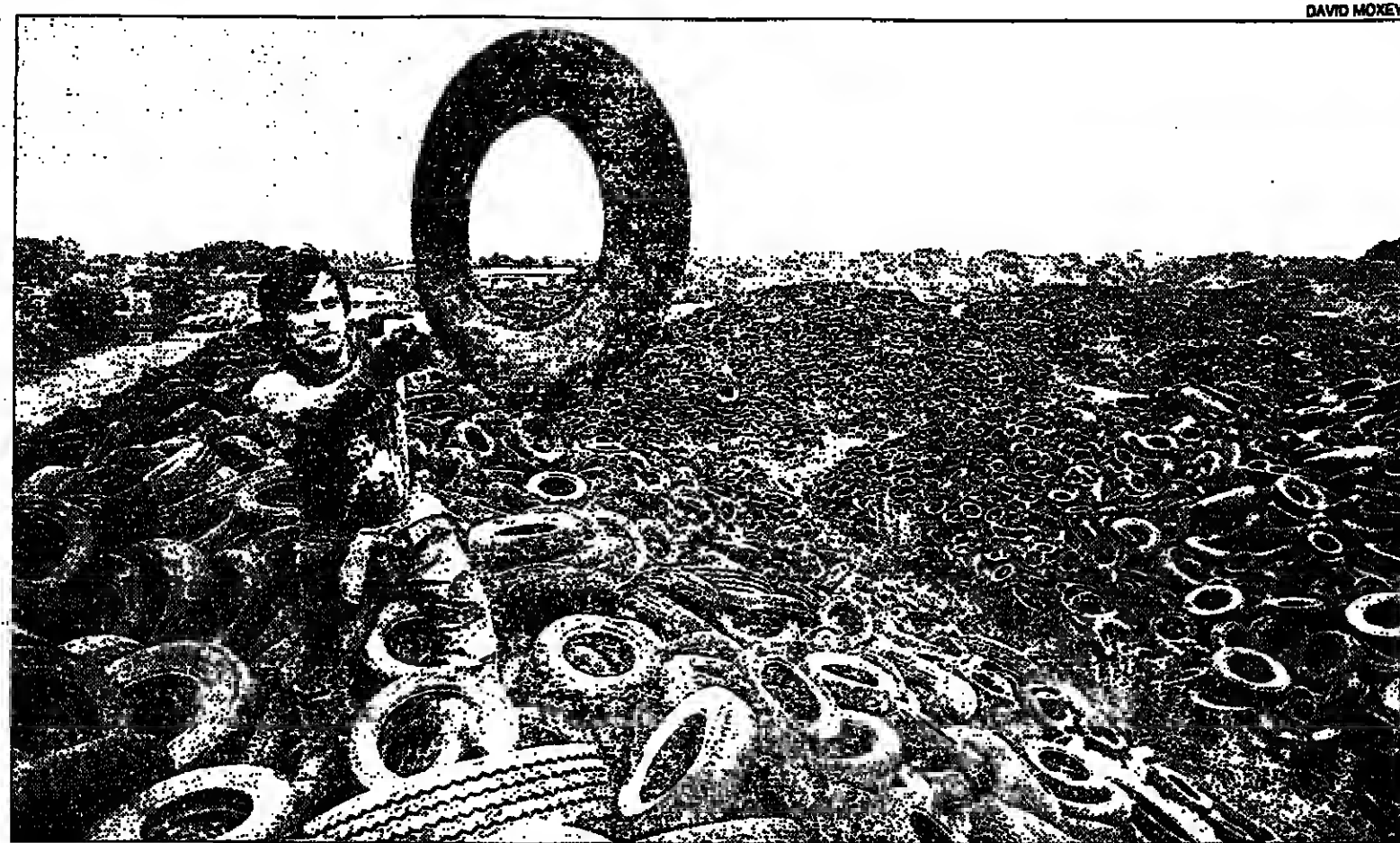
By NICK NUTTALL  
TECHNOLOGY CORRESPONDENT

ONE year after a Welsh tip of scrap tyres burst into flames in a suspected arson attack, environmental health officers, the National Rivers Authority, the fire brigade and the re-tread company which owns the site are still grappling with the aftermath.

Workers have begun sinking the first of 18 boreholes into the smouldering rubber mountain down which will be poured 5,000 tonnes of pulverised fly-ash. The plan is to suffocate the smouldering section of the eight-acre site and create a fire break across the tip's estimated 10 million tyres.

Risks to the environment have been contained but sophisticated and costly monitoring of soil, local watercourses and the atmosphere is continuing. A group liaising between worried local residents and experts still meets and officers at Radnorshire district council are awaiting the results of soil tests for dioxins and other hazardous chemical pollutants.

According to Lance Cartwright, the council's director of housing and environmental services, the fire at Motorway Remoulds near Knighton, in Powys, has cost hundreds of thousands of pounds and has sapped the limited budget of one of the country's smallest district councils. "The problem was the complete lack of expertise in dealing with this kind of fire. There is a real need for central government to have



Tyre mountain man: acres of rubber at Four Ashes dump near Wolverhampton which might go up in smoke at a power station planned for the area

an emergency service in place," he said. Government experts and industry and tyre trade bodies are meeting in Birmingham tomorrow to discuss how best to tackle the growing threat to the environment from waste tyres.

Almost 30 million tyres are scrapped every year of which only about four and a half million are reclaimed and re-treaded. The rest of the 23 million car tyres and two and a quarter million truck tyres are dumped or stored in places such as old aerodromes mainly in the Midlands and the northeast.

It is not known how many whole or shredded tyres, resilient to decay, are in tips, on derelict land or dumped in the countryside. What is

clear is that the Knighton fire, and a big blaze at a used-tyre depot near Toronto earlier in the year which sent more than 15,000 gallons of oil spilling into the environment, have pushed the waste tyre problem high up the political agenda.

Tomorrow's meeting, hosted by the energy department's energy technology support unit, also comes at a time of increasing pressure on the tyre industry, which is seeing the costs of shredding and dumping waste rubber rising to around £25 a tonne as local authorities clamp down on the landfilling of tyres. It comes, too, as Elm Energy and Recycling, an American company, has been given approval to build a power station fuelled by

waste tyres at Wolverhampton. There are also plans for smaller schemes in the northeast and in Lincolnshire.

Energeco, a subsidiary of Marangoni, an Italian re-tread company, is seeking permission to build a tyre power station at Durham handling 3.5 million waste tyres a year from re-treaders. Another power station is being examined for Grantham. Tomorrow's meeting hopes to make such schemes an administrative and economic reality.

The 20 megawatt Wolverhampton project, which will have stringent emission control systems and which will provide electricity for 20,000 homes, enjoys an ideal geographical location in the

heart of Britain's tyre industry. It will, however, be able to handle only half of the annual number of tyres scrapped and a fraction of existing stockpiles.

A study for the trade and industry department has concluded that tyres in energy is the most likely short to medium term solution for getting rid of the scrap tyres and has recommended a recycling levy of 25p a tyre to be paid by drivers when new tyres are fitted. A code of conduct for tyre distributors, makers and re-treaders which would help raise disposal standards and monitor waste tyre movements, is also recommended.

What concerns Derek Wright, deputy assistant chief officer for the London

Fire Brigade, is that power schemes aimed at cutting the piles of scrap rubber could increase the risk of fires as re-treaders stockpile tyres above ground for shipping to an incinerator.

In a confidential report to the Home Office, Mr Wright and Chris Heanley of REE Consultants, of Godalming, Surrey, are recommending minimum standards on tyre tips. These would include a water supply for fire-fighting and stacking tyres in amounts weighing 2,000 tonnes and spaced apart to minimise the risk of a fire spreading.

As the Canadian and Welsh fires were suspected arson, the experts are also calling for tighter security at tips.

## Semtex in Lockerbie bomb 'not detectable'

ONLY a skilled X-ray operator would have discovered the bomb hidden in a cassette recorder which blew up the Pan Am jet over Lockerbie, the enquiry into the disaster was told yesterday.

Alan Feraday, an explosives expert, said an external examination of the Toshiba twin-speed radio cassette recorder, packed in a suitcase, would not have revealed that it contained explosive.

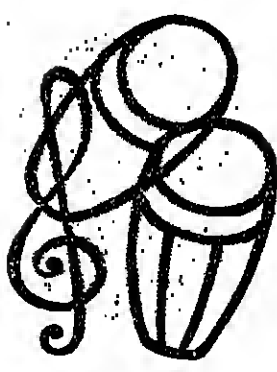
He told the enquiry into the disaster in December 1988, in which 270 people died, that there was "no reason" why the recorder should not work normally even with the device - almost certainly containing Semtex - inside. Mr Feraday said it would have taken an extremely good operator to spot it at an airport X-ray machine.

Peter Claidon, an inspector with the transport department air accidents investigation branch, said the skill required in reconstructing the containers was a testament to the expertise of the people involved.

The enquiry continues today.



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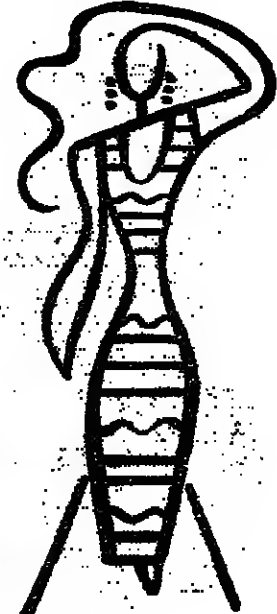
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# Will you be wearing your children's clothes in the year 2000?

Who knows what you'll be sporting at the turn of the century?

A space-age jump suit made from recycled newspapers, with matching green accessories, perhaps?

In the fickle world of fashion one can never tell.

What is more certain, however, is that the next century's designers are in school uniforms today.

And to help them on their way, Lloyds Bank is repeating its Fashion Challenge.

Last year's contest, the first, attracted over 15,000 entries from aspiring Jasper Conrans and was warmly welcomed by students, teachers and fashion press alike.

This year, students aged 11-18 are invited to design two contemporary outfits for a celebrity of their choice.

One outfit for a party and one for a visit to their bank manager (well, we are the sponsors after all).

The 3 overall winners of the final, which will be televised, will then be selected by luminaries from the world of fashion.

A world that they will get a privileged insight into with visits to a model agency, a PR company and a photographic shoot.

Topped off with a visit to a leading Paris fashion house.

Entry forms are available from branches of Top Shop or Lloyds Bank.

The one famous for the attractive little Black Horse number.



## Enquiry into fraud unit leak

By DOUGLAS BROOM

AN internal enquiry was launched yesterday by the London Fire and Civil Defence Authority into the leaking of information about the activities of an undercover investigation unit which exposed multi-million fraudulent injury claims by firemen.

Regular meetings were cancelled and leaders of the three political parties represented on the authority spent most of the day with senior officers discussing a report in *The Times* yesterday. It disclosed

that the unit, which saved the authority £2.2 million, was wound up after complaints that it was unethical for firemen to carry out surveillance on other firefighters.

Official spokesmen were given instructions not to comment on the report but sources said that the disclosures had caused consternation. Senior firemen said that although the vast majority of London firefighters were honest and courageous a small minority had taken advantage of the rules. Duty rules allow firemen six days off each fortnight, providing ample opportunity for part-time work.

In some of the cases investigated by the unit firemen had feigned injuries to gain time

off from work to carry on with their own private businesses which included painting and decorating, car repairs and running keep-fit classes. One senior source said: "The large amount of time the firemen have had their hands between their duties means that they look around for something to keep themselves busy."

"In some cases they become so seriously involved in their outside activity that it is difficult to give up something which is often both more interesting and more financially rewarding than spraying water at fires. Claiming an injury gives them a valid reason for not turning up for duty and in the long run they find themselves compelled to launch a damages claim."

## Perfume destroyed in fakes protest

By PETER VICTOR

YVES Saint Laurent yesterday destroyed in a large quantity of fake perfumes seized two years ago from a factory in north London.

The event, held on a barge moored on the Thames by Lambeth bridge, was used to publicise the fight against the millions of pounds lost each year by large manufacturers to counterfeiters based mainly in the Far East.

The Yves St Laurent company estimates that it loses £35 million a year on perfume

sales, about 10 per cent of its annual turnover. International counterfeiting is estimated to be worth about £3.5 billion a year.

The goods destroyed yesterday were part of a £22 million haul recovered in 1988 during a raid on a factory in north London where several kinds of fake perfume, including Yves Saint Laurent brands, were being manufactured. Two men were subsequently jailed for 16 and eight months respectively.

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**Sparrows to feed their nestlings 39 times.**

**Concorde to fly 3,552 miles.**

**To watch the movie 'Goodbye Mr. Chips.'**

**An opera singer to burn up 367 calories while performing.**

**London to Darlington by rail.**

**The average adult to read 44,100 words.**

**A Russian worker to earn enough to buy 19 eggs.**

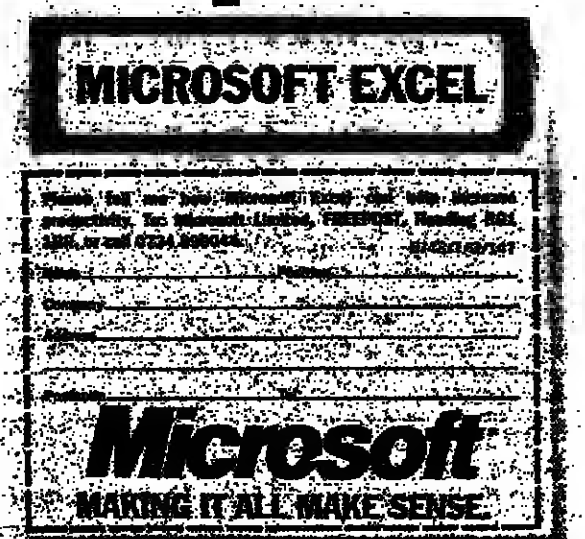
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Based on an independent study by Temple, Barker & Stoen, Inc.





## Royal Mail and lobby group split over post surveys

As the Royal Mail claims to be providing a service that is better than ever and makes public the figures to prove it, its critics say that behind the statistics lies a hidebound institution that is failing its customers. Nicholas Watt looks at the arguments

THE delivery service for first class letters is now better than ever with nearly 85 per cent arriving by the following day, Sir Bryan Nicholson, the chairman of the Royal Mail, announced yesterday.

His figures were immediately contested by a business lobby group which said that 30 per cent of first-class letters took two days to arrive. The Forum of Private Businesses, which claims to represent more than 17,000 companies, monitored the delivery of letters sent by 574 of its members and found that only 61 per cent arrived the following day.

Sir Bryan dismissed the figures as nonsense, saying that a survey of so few firms could not compete with the figures he was releasing, which were based on more than 250,000 letters monitored by an independent company. He admitted, however, that there was room for improvement.

Even so, there remains a huge gap between the perception of the service by business and private users and the highly-improved results that the Post Office is claiming.

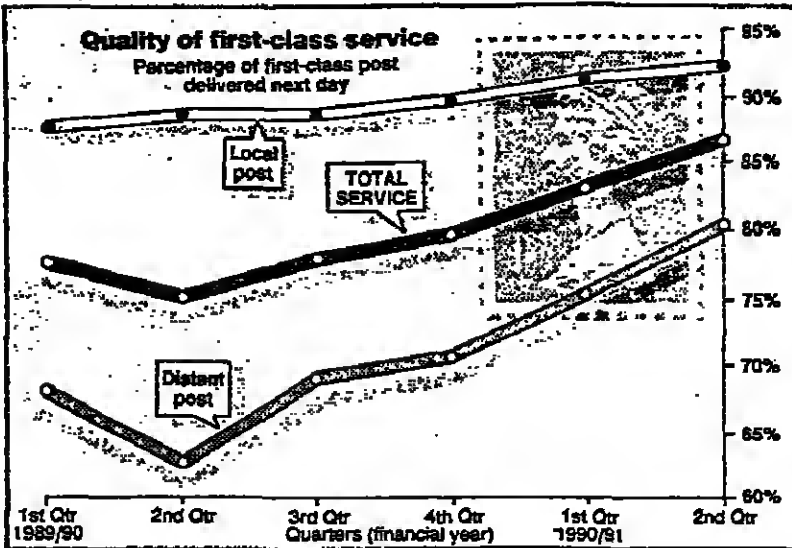
The Royal Mail's management says that there has been a radical shift in attitudes inside the service in the three years since Sir Bryan arrived from the private sector. Management targets

have been set and bonuses given to those who attain them. There has been a shift from rail transport to air and road, greatly speeding services. Over the next five years, £1 billion is to be invested in new technology to mechanise sorting and further speed deliveries.

Yet the service is still seen as being dominated by a traditional public sector ethos. Moves to introduce more part-time work and to move away from centralised bargaining with the unions, to allow managers greater flexibility at local level, have made steady progress. However, the Post Office's critics say that, by the standards of private industry, it remains hidebound.

A survey conducted in the spring for the Royal Mail compared the quality of first-class letter delivery in several European countries. It found that the British service was second to none, with 80 per cent of letters delivered the next day. The Italians managed just 15 per cent.

When asked yesterday why so many Britons believed that they had an inferior service, Sir Bryan said that the Royal Mail had to find a balance between cost and quality of service. Sir Bryan said that the Royal Mail was not a charity, but a business. He said: "If the Royal Mail cannot provide a first-class service, it should give someone else a chance."



Nevertheless, the Royal Mail is pleased that it has increased its next-day deliveries by 8 per cent in the first six months of 1990 compared with the same period last year. The figures range from 78.1 per cent for long-distance letters to 92.2 per cent for local letters. Sir Bryan said he was concentrating investment on long-distance delivery as this had given rise to most criticism. The latest figure for next-day delivery



Sir Bryan: dismissed mail survey by lobby group as nonsense

was an improvement of nearly 13 per cent over 1989.

There had also been improvements in delivery methods, he said, and the 70 per cent of mail that used to go by rail now went by road. Delivery by air was extended this summer so that one in seven first class letters now went this way, Sir Bryan said. New routes were established between Belfast and Heathrow, and Edinburgh and Bournemouth.

Officials said that the Belfast air link was established because only 40 per cent of letters from there had been arriving on time when the national average was 70 per cent. It had been a difficult decision because it cost the Royal Mail 70p to deliver a letter by this route. They emphasised that the decision showed the Royal Mail's commitment to the uniform price of stamps, even though it cost only 8p to deliver a first-class letter across London.

There is a strong impression inside the Post Office that it is being blamed for past failings and that its progress is too often glibly dismissed. Hence the anger of senior Royal Mail officials at the survey by the Forum of Private Businesses. The Royal Mail said last night that the survey was "demotivating to a hard-working team".

Leading article, page 15

## Europe delivers a mixed service



ROME: The postal system in Italy has improved since the dark days of the late 1970s when trains carried mail up and down the country, often without delivering letters for months

at a time. Today, most letters sent internally arrive within two days. The average cost is 750 lire (35p). An express service costing an extra 84p guarantees the prompt arrival of letters abroad (usually within three days), while a telegram service available at every railway station and at most post offices, offers, for a minimum of £4.20, to

deliver a message within three hours. Those who live in Rome can take advantage of the Vatican's postal system which operates independently of the Italian state service. The Vatican usually delivers letters abroad in two days. Unfortunately, it has only one post box, which is situated in St Peter's Square.

Compared to the beleaguered Italian telephone system, now the butt of much criticism in the Italian press, the postal services have on the whole a reasonable reputation today. They are, however, dependent on the railways which are prone to sporadic strikes, so the service continues to be erratic, with delays in London of up to two-and-a-half weeks not unusual.



BONN: The German postal service is efficient, profitable and attracts little complaint from customers. They take next-day delivery for granted - at least in the west. In what is formerly East Germany delivery is slow and haphazard, hampered by decaying facilities and transport.

A standard letter costs one mark (34p) in what was West Germany. The same letter costs only half that in former East Germany territory, although the price will increase. More than Dm55 billion (£18 billion) is to be spent updating mail and telephone services in the east.

The postal ministry said that the mail delivery system employed 370,000 workers in west Germany and 130,000 in the east. The west German postal system, including telephone operations and banking facilities, made Dm3 million (£1 million) in 1989, officials said.



PARIS: Parisians love to moan about public services, but there is rarely a word of criticism for the post system. Practically every building, home or office gets three deliveries a day. Sundays excepted.

Letters posted in Paris before noon are often delivered by the last post the same day. The PTT said that the normal delivery time was considered to be 24 hours after collection. Mail from Paris to London almost always takes less time to arrive than vice-versa.

At present, there are two tariffs: the normal rate is 2 francs 30 centimes (about 34p), the "non-urgent" rate is Fr2.10 (about 22p). Figures for the mid-1980s show that some 10.6 billion letters were sent throughout France, and that there was a post office for every 3,266 people compared with the British figure of 2,659 people. Last year the Post Office made a surplus of Fr1.6 billion (about £160 million).

## MP seeks new laws to trace hackers

By NICK NUTTALL  
TECHNOLOGY CORRESPONDENT

POLICE officers investigating a case of suspected computer hacking should be able to tap telephone lines with a warrant from a circuit judge rather than from the home secretary, an MP has said.

Emma Nicholson, the Conservative member for Devon and West Torridge, said yesterday that she would be pressing Douglas Hogg, the trade and industry minister, for this provision in the Criminal Justice Bill which, it is widely expected, will form part of the Queen's speech.

Under the terms of the computer misuse laws, introduced in August after a vigorous campaign spearheaded by Miss Nicholson, the police are required to seek a warrant from the home secretary to tap the phone lines of a suspect believed to be illegally entering a government, public, academic or business data base.

"I believe the police should be able to go to a circuit judge rather than having to go what is effectively the secret service route. I would like this included in the new criminal justice bill we are anticipating in the Queen's speech," Miss Nicholson said.

Her plans for tougher laws also include a new computer bill or a series of amendments to strengthen the existing legislation. This covers hacking and virus programme writing but is weak in areas of emerging high technology threats to electronic information and communication systems, she added.



Nicholson: wants phone tap procedure simplified

## Brain damage boy awarded £775,000

A boy aged six who has cerebral palsy because of a hospital blunder at his birth, was awarded £775,000 agreed damages at the High Court in London yesterday.

Nihal Armstrong, of Cricklewood, northwest London, is unable to walk and has to use his chin to operate switches. The Royal Free Hospital, Hampstead, admitted liability and the award was against Hampstead health authority, which runs the hospital.

## Pedal power

Cambridge university is taking legal advice to try and stop a scheme by the county council to ban bicycles from part of the city centre between 10am and 4pm. The proposed ban, which would affect students at five colleges, also includes cars and vans and is intended to increase city centre pedestrianisation. The £15,000 scheme is expected to be approved by the full council next month.

## Film fight fails

Campaigners including Michael Heseltine, George Harrison and Michael Caine have failed to save the Regal cinema at Healey-on-Thames, Oxfordshire, from demolition. Mr Justice Nolan ruled in the High Court yesterday that there was no case for a judicial review. South Oxfordshire district council has granted planning permission for a supermarket, shopping centre and new cinema on the site.

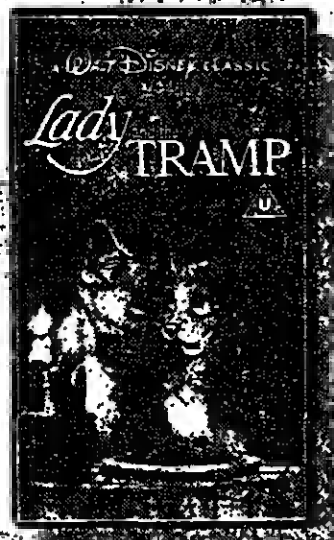
## Farmers protest

Hundreds of farmers demonstrated outside the Welsh Office in Cardiff and handed out free lamb chops to shoppers yesterday in protest at plans to cut farmers' subsidies by 30 per cent. In a meeting later with David Hunt, the Welsh secretary in London, they called for more government support for agriculture.

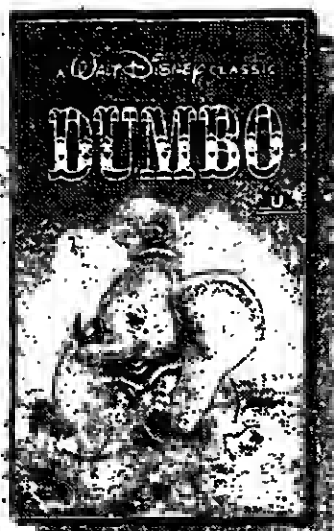
## Man remanded

Ali Reza Kashabi, aged 43, a tourist from California who is accused of breaking into the grounds of Kensington Palace, was further remanded in custody until October 29 by magistrates yesterday.

# Happiness is a Disney video from Smith's.



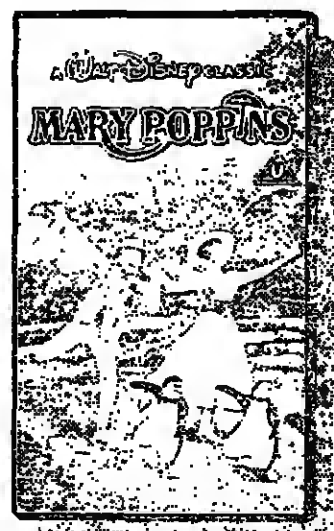
Lady and the Tramp (Cert. U) £12.99



Dumbo (Cert. U) £12.99



Alice in Wonderland (Cert. U) £12.99



Mary Poppins (Cert. U) £12.99



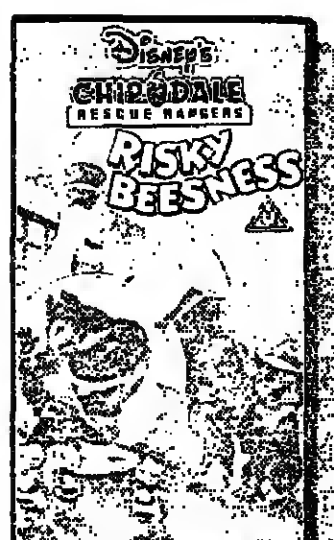
Sing Along Songs - The Bare Necessities (Cert. U) £7.99



Ducktales - Hotel Strangeduck (Cert. U) £7.99



Winnie the Pooh - The Masked Marauders (Cert. U) £7.99



Chip 'N' Dale Rescue Rangers - Risky Business (Cert. U) £7.99

## Press is harassing Ronson, wife says

By PAUL WICKINSON

THE wife of the millionaire businessman Gerald Ronson has complained of unfair and inhuman harassment of her husband by some sections of the press since he was jailed at the end of the Guinness trial.

In a letter to *The Times* published today, Gail Ronson says that certain papers seem intent on hounding her husband. Ronson, head of Britain's second largest private company, the Heron group, was sentenced to a year's imprisonment and fined £5 million last August after he was found guilty of receiving illegal payments to support the brewers' take-over of the Distillers drinks group in

1986. Mrs Ronson complains of suggestions that he was afforded special privileges when in fact she says he was given some of the most menial tasks available.

She was particularly distressed by coverage of her husband's recent visit to his doctor, details of which were leaked, enabling journalists to lay siege to both the consulting room and his north London home.

The family of the former Guinness chairman, Ernest Saunders, who was jailed for five years for his part in the affair, has made a complaint to the *News of the World*.

Letters, page 15

For a supercalafagilisticexpialidocious collection of classic Walt Disney videos, you don't have to tramp very far, just pop in to W H Smith. There's more to discover at WHSMITH.



# Goodman attack in Lords fails to block broadcasting rule

By PETER MULLIGAN, PARLIAMENTARY STAFF

IMPARTIALITY rules for broadcasters were finally passed by the Lords yesterday despite a strong attack by Lord Goodman, the prominent lawyer, who described them as an interference with free speech.

Peers voted by 155 to 116, a majority of 39, for a reworded amendment brought forward by the government at the third reading of the Broadcasting Bill after a variety of speakers expressed fears that it could give rise to legal actions.

The amendment calls for balance on "major matters". A previous amendment aimed at ensuring balance was withdrawn during the report stage nearly two weeks ago after fierce criticism from broadcasters, peers and others.

It was introduced by Earl Ferrers, the home office minister, who said that it provided a list of items that the government required to be covered by a code of practice to be drawn up by the Independent Television Commission.

However, Lord Goodman (Iad), a solicitor, called on peers to reject the amendment which he described as indefinite and ambiguous.

He predicted that it would operate against the creative people in the broadcasting medium and be likened to a sword of Damocles hanging over their heads.

He said: "They will be at a serious disadvantage and many of the programmes will be abandoned or changed seriously because of this provision".

The requirement for impartiality had been in the broadcasting legislation since 1954. He said: "Why it cannot be left in that situation defeats me".

Lord Ferrers said: "The purpose of the wording is to make it clear that we do not expect impartiality to be achieved over every nuance and matter of political and industrial controversy."

"The treatment of the Gulf issue, for example, should be handled in an impartial way, but that does not mean that every statement expressed about the Gulf should receive some sort of equal and opposite rejoinder."

He said that it was for the television commission, not the

government, to determine what might be regarded as a "major matter". That was nothing new. The Independent Broadcasting Authority (IBA) had to make that sort of judgment too.

Many lawyers, he added had been working overtime, giving opinions about the amendment and suggesting that it would make litigation more likely. He found it hard to understand why that should be thought.

He said: "Provided that the commission draws up the code reasonably, I cannot see that any judge will say that it has acted wrongly and, provided that the commission enforces its code reasonably, I cannot believe that there is anything to fear from judicial review."

He said that Viscount Whitelaw, the senior Tory peer, who had objected to the earlier version, was in favour of the new wording. It also had the support of the shadow Independent Television Commission.

However, Lady Birk, for the Opposition, said that the amendment would lead to greater government interference and more misunderstanding in the courts about programmes.

She said: "The lawyers will want to go to appeal and we should end up with the unfortunate situation where it is the judges - or even the government - who become the regulators of our broadcasting system".

She added that the amendment altered the very fragile balance between government control and

the editorial independence of broadcasters. "This amendment wrecks the principle that the government should remain at arm's length of the editorial decisions made by broadcasters."

Broadcasters reacted with dismay to the vote in the Lords yesterday on the government's amendment to the broadcasting bill (Melinda Wittstock writes).

Michael Grade, chief executive of Channel 4, said: "Progress of this late amendment through Parliament may serve the legal profession, but will do nothing to serve the public".

He added: "The government's first instincts were right: to leave well alone".

David Shaw, director of the ITV Association, said that the amendment was unnecessary, adding that independent television companies would have to wait and see whether the television commission's claim last week that the reworded amendment is workable, was indeed correct.

"The commission will get all the co-operation they require in drafting the impartiality code. But the ball is in their court. If they have misjudged it and if Lord Goodman is correct, we are in for a right mess are we not?"

Lord Goodman said last week that the watered-down amendment would lead to a "lawyers' picnic". He and other notable QCs said that the clause requiring due impartiality on major matters was so unclear as to open the door to vexatious litigation and injunctions preventing programmes.



David Waddington, home secretary, with Paul Horton, who was badly burnt in an accident involving overhead cables. During his visit yesterday to University College Hospital, London, Mr Waddington said he was setting up a national arson prevention bureau.

## Stronger team for Labour in capital

By PHILIP WEBSTER  
CHIEF POLITICAL  
CORRESPONDENT

THE Labour leadership is on the verge of announcing plans to strengthen its organisation in London, with John Cunningham, one of the most senior members of the shadow cabinet, put in charge of the party's election campaigning in the capital.

Neil Kinnock is to appoint Dr Cunningham to head a new campaign management team consisting of senior officers from Labour's national headquarters and representatives from the London regional office, which will be given the task of improving Labour's electoral standing in the capital.

It was Labour's comparatively poorer performance in London in the local elections last May that blighted a day of otherwise sweeping success for the party and, in the inquiries that followed, party leaders decided that in future there should be stronger overall political direction from the top.

Mr Kinnock is also to consider appointing a front-bench spokesman, probably a senior London MP, with specific responsibility for presenting Labour's London policies in the Commons.

But it has been decided that Dr Cunningham, who is already the national campaigns co-ordinator as well as shadow leader of the House, is the right figure to co-ordinate the various campaigning elements in London and ensure that they get with national policy decisions. Among the key members of his team will be John Underwood, the director of campaigns and communications.

## Battle for votes opens on an estate of debt and deprivation

By KERRY GILL

FERGUSIE Park, a sprawling council estate near Paisley, is one of the worst urban areas in Western Europe. Unemployment is almost 40 per cent, eight out of ten children receive clothing grants, nearly three-quarters of the population live on benefits.

The handful of shops still in business are boarded up for security reasons. An increasing number of people are choosing to be made bankrupt as a means of escaping multiple debt: accountants

post their calling cards through letter boxes. A credit union has been formed, largely to help people to keep away from loan sharks.

Few people visit Fergusie Park unless they have to, but, over the coming few weeks, the estate will be turned into one of the main battlegrounds of the forthcoming Paisley North by-election caused by the death of Allen Adams, the Labour MP. The Scottish National party, hoping for a repeat of its victory at Govan two years ago, believes that Fergusie could help

to bring about the 21 per cent swing needed to topple Labour.

The nationalists' policy of non-payment of the community charge will find sympathy on an estate where hardly anyone has paid. Chris McLean, the SNP's director of communications, said: "We will be telling them that a vote for Labour has been a complete waste of time, that Labour has done nothing for them".

Apart from north Belfast, Fergusie Park was the only urban area in the United Kingdom to be designated a European "area in

crisis". Visitors from similarly chosen blackspots were shocked at the extent of deprivation despite attempts by the government and the local authorities to improve the lives of the 5,600 population. The Fergusie Park Partnership was set up to work out an improvement strategy. Led by the Scottish Office, its membership includes people from the local authorities, private sector and the local community.

Charlie Macgregor, area co-ordinator, said: "Given the depth of poverty in the estate, the

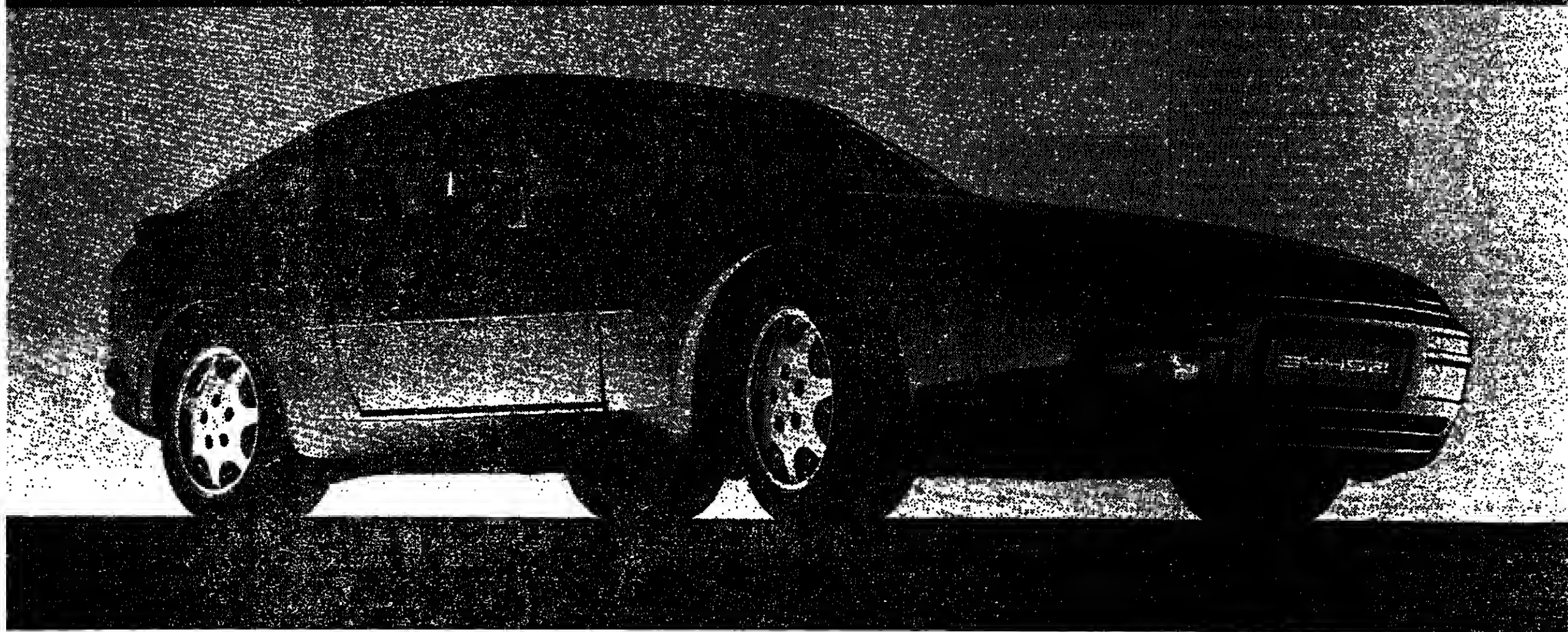
demand for services is insatiable. Many of them come to see the staff about multiple debt. Debt problems have only been compounded by the poll tax. Most people in Fergusie Park are not paying because they cannot pay."

One of the leading issues in the by-election is expected to be housing. The nationalist candidate, Roger Mullin, aged 42, who is the party's environment spokesman, will emphasise Renfrew district council's poor housing record. Although many buildings in Fergusie Park are

being refurbished, others are boarded up, their doors covered by large metal plates and with wire mesh over the windows. It has been estimated that £44 million is needed to complete renovation.

The election will be a two-horse race between Labour and the SNP. The Labour candidate will be chosen tomorrow. The Conservative candidate is Ewan Marwick, chief executive of Glasgow Chamber of Commerce. The Scottish Liberal Democrats yesterday selected Jim Bannerman, a Strathclyde regional councillor.

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# Council rents to be raised over inflation rate figure

By ROBIN OAKLEY, POLITICAL EDITOR

COUNCIL rents will increase by two percentage points over the inflation rate next year if the government sticks to housing subsidy guidelines issued for consultation yesterday, adding to the pressures for pay increases that the Treasury is anxious to rein back.

Labour spokesmen reacted angrily, saying that many areas had had rent increases of more than £5 a week this year and would now face further big increases. Clive Soley, Labour's housing spokesman, said that even if John Major,

the Chancellor of the Exchequer, were to set the inflation allowance as low as 8 or 9 per cent in his autumn statement compared with the present 10.9 per cent, the consequent rent increases would still be appallingly painful.

The environment department figures are based on a notional inflation rate of 6 per cent for 1991-2, but a spokesman conceded that the guideline rent increases might have to be revised if the Chancellor went for a much higher figure.

The housing minister, Michael Spicer, announced the figure in a Commons reply, saying that it would mean an average increase in guideline rents of £1.84, ranging from £1.38 to £2.50.

He told James Cran (C, Beverley) in a written reply: "The increases will continue the process introduced last year of encouraging authorities towards charging sensible levels of rents which better reflect the value of property in different parts of the country, while ensuring that rents remain within the reach of tenants."

Ministers are concerned that the government will suffer another bout of unpopularity next March and April when next year's community charge levels are fixed, making an early election in June a highly risky proposition even if inflation and interest rates are then improving.

Significantly, the council rent increase guidelines proposed for next spring are not as high as those set this year, which averaged five percentage points on top of the inflation allowance and ranged from 9.5p to £4.50. In practice, the average rent increase was a point below the guidelines, although some councils chose to go above.

He added: "If Mr Spicer wants to ensure that every council tenant in the country votes Labour, then this is the way to do it. I have no objection to him increasing Labour's support, but I have every objection to council tenants being penalised in this way."

He said that pensioners with occupational pensions that lost their entitlement to housing benefit could be paying as much as half of their disposable income in rent and poll tax.

The increase in council rents on top of the poll tax introduction was believed to have contributed to the poor Conservative showing in this year's local government elections. At the last election, the Labour Party had a 34 per cent lead over the Conservatives among council tenants. In the second quarter of this year, according to a Mori aggregate analysis, that lead had stretched to 61 per cent.

Mr Spicer also announced a new move yesterday to encourage councils to bring empty flats and houses back into use. Saying that it was a national scandal that there were 100,000 council properties empty when 40,000 people were housed in temporary accommodation, with 12,000 in bed-and-breakfast establishments, he added that he planned to replace the present sliding scale of allowances for empty properties with a flat-rate allowance of 2 per cent.

At the moment, councils with more than 2 per cent of empty properties are given extra allowances to compensate them for the lost rent income, reducing the financial incentive to find new tenants. In future, councils will get only the same flat-rate 2 per cent allowance however many of their properties are empty. That will mean that councils bringing properties back into occupation will receive the full benefit of the extra rent with no loss of subsidy.

Mr Soley dismissed the move, saying that the national average of 2.4 per cent empty council properties compared well with the 3.5 per cent of empty housing association properties and 5.9 per cent in the private sector.

## Football hooligans enquiry

The Commons home affairs committee is to conduct a short enquiry into the policing of football hooliganism, it was announced last night.

During three sittings in November the committee will hear evidence from the Football League, the Football Association and the football supporters' association, as well as the police, the Home Office and the newly established Football Licensing Authority.

The committee has already received much written evidence and this is to be published on November 8.

## Dartford link progresses

The southern approach road to the Dartford bridge across the Thames should be complete by the end of next year, Roger Freeman, public transport minister, said in a Commons written reply. The bridge is adjacent to the Dartford toll tunnel, a bottleneck on the M25 as it crosses the Thames between Kent and Essex.

## Rover talks

The chairman of British Aerospace, Professor Roland Smith, and Lord Young of Giffham, the former trade and industry secretary, are to appear again before the Commons trade and industry committee on November 14 to give further evidence on the sale of Rover.

## MPs recycling

An increasing amount of stationery used in the Commons comes from recycled paper, Sir Geoffrey Howe, leader of the House, said at question time. Eventually the use of recycled paper only would become the norm.

## Cycling MPs

MPs may be given a cycle mileage allowance, Sir Geoffrey Howe, leader of the House, indicated during question time. Logic and common sense gave support to the idea.

## Oil rig report

Lord Cullen's report into the Piper Alpha North Sea oil rig disaster has been sent to John Wakeham, the energy secretary, who will make a Commons statement about it as soon as possible. MPs were told in a written reply.

## Gypsy figures

Latest figures show that there are nearly 12,000 gypsy caravans in England of which 4,610 are on unauthorised sites. Robert Key, a junior environment minister, said in a Commons written reply.

## Parliament today

Commons (2.30): Questions: education and science; prime minister. Debate on exchange-rate mechanism.  
Lords (2.30): Environmental Protection bill, third reading.

## ERM leak denied

THE Prime Minister flatly denied yesterday that there had been any leak of the decision to join the exchange-rate mechanism and to cut base rates.

Last week, Dale Campbell-Savours, Labour MP for Workington, alleged that there had been leaks to the City and that millions of pounds had been made in the 90 minutes before the announcement.

In a written reply to him, Margaret Thatcher said: "Only those with an operational need prior to 4pm on Friday, October 5, of the Chancellor of the Exchequer's intention to announce a cut in

base rates and the government's decision to enter the exchange-rate mechanism on Monday October 8, I have no evidence to suggest that information relating to the cut in base rates and entry in to the exchange-rate mechanism was known to anyone in the City of London outside the Bank of England."

In further written replies to Mr Campbell-Savours, Mr John Redwood, corporate affairs minister, said that enquiries by the Stock Exchange and the London International Financial Futures Exchange indicated that there was no evidence of any prior knowledge of the announcement.



David Mellor, the arts minister, looking at a picture of Beatrix Potter at her Lake District home. Thirty of the author's watercolours of archaeological finds in London are on show at the Museum of London until January

## BR still planning £750m for west coast main line

By JOHN WINDER, PARLIAMENTARY STAFF

BRITISH Rail's £750 million west coast main line improvements are still in the investment programme and had been neither postponed nor cancelled, Roger Freeman, public transport minister, assured the Commons at question time yesterday.

The work could not be done overnight, but when it came forward, the British Rail proposal for the west coast line would be given sympathetic consideration.

John Prescott, shadow transport secretary, said that British Rail management despaired because they were having to postpone plans for the north-west high-speed rail link because of the inadequacies of the corporate plan, of which Labour had warned the government. The government should review that decision and come forward with a statement before further damage was done to the deteriorating railway system.

Mr Freeman said that British Rail would be able to come forward with updated proposals not only for the next three years, but also for the next decade. Big railway line projects could not be completed within the three-year planning period.

Later, Peter Snape, an

Opposition spokesman on transport, told Cecil Parkinson, transport secretary, that because of the delays, cancellations and high fares, none of his speeches, plans and promises made any difference.

After the government's 11 years in nominal charge of British Rail and five years in charge of London Underground, no one had been surprised at the paucity of the applause with which Mr Parkinson's speech had been greeted at the Conservative conference. Next year he would be lucky to get a clap at all.

Mr Parkinson countered with a reflection on Mr Snape's popularity by congratulating him on not being elected Labour chief whip last week. He said that £6,000 million had been invested in British Rail since the government took over and another £4,000 million would be invested in the next three years.

"Cheer up, good things are on the way", he told Mr Snape. "Services will get better and you will become redundant."

Mr Freeman told Alex Salmond (Banff and Buchan, SNP) that a full electric service between Edinburgh and London was expected to start next year.

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# Paris rebuff to Saddam's 'special gesture' ploy

From PHILIP JACOBSON IN PARIS

THE French government has again slammed the door on any possibility that its citizens held hostage in Iraq could be released as a special gesture from Saddam Hussein. In a response to yesterday's news that the Iraqi leader "suggested" parliament debates this, a French foreign ministry official repeated that Paris is interested only in "the liberation of all foreign nationals being held against all the principles of international law".

Underlining the point, Daniel Bernard, chief spokesman

## Lebanon meeting urged

From AFP IN PARIS

FRANCE has asked the five big powers on the United Nations Security Council to meet on Lebanon, in what could be a prelude to a full security council meeting on the issue, Roland Dumas, the foreign minister, said yesterday.

He emphasised, however, that it was really up to Lebanon itself to press for a full security council meeting if it wanted to get any sanctions against foreign troops occupying the country.

In an interview on French radio, M Dumas said France had directed its request to the Javier Pérez de Cuellar, the UN secretary-general. "I asked France's permanent representative to organise a meeting of the five permanent members of the security council," he said. In addition to France, they are the United States, Britain, the Soviet Union and China.

"This might perhaps lead to a security council meeting, but currently there is one legitimate government in Lebanon, whether we want it or not, and it is up to them to call for a security council meeting if they want to get any sanctions against foreign troops occupying Lebanon," M Dumas said.

He said the evacuation of foreign troops should begin with the Syrians, but also include the Israelis in the south of the country, the Palestinians, and Hezbollah (the Party of God), the pro-Iranian militia blamed for some of the kidnappings of Westerners in Lebanon.

His comments came after the October 13 Syrian-led offensive that forced the surrender of the renegade Christian leader, General Michel Aoun, who has taken refuge in the French embassy in Beirut.

for the Quai d'Orsay, reminded Baghdad that United Nations resolutions demand the unconditional release of every "human shield" in Iraqi hands. President Saddam's remarks about the long-standing friendship with France working in the interests of about 350 French nationals still detained were brusquely turned aside. "One does not discuss that kind of thing," said M Bernard.

Against growing evidence, the Iraqi leader appears to believe that his government's once-close ties with Paris could be utilised to split France away from the Western alliance now confronting him. Even with 15,000 French troops against him, President Saddam believes the prospect of more releases (nine French nationals were unexpectedly freed earlier this month) might tempt the government to break ranks.

This springs from earlier uncertainty about France's role in the Western front against Iraq. With the French defence minister, Jean-Pierre Chevènement, a founder member of the Franco-Iraqi Friendship Society, out of step with cabinet thinking, a chink of light may have seemed visible from Baghdad.

President Mitterrand's controversial "logic of war" speech at the UN at the end of September, apparently offering President Saddam a diplomatic lifeline via a four-point plan for a wider settlement of Middle East problems, undoubtedly encouraged the Iraqis.

What Baghdad overlooked was the depth of official outrage at the ransacking of the French ambassador's residence in Kuwait by Iraqi troops. This diplomatic blunder allowed the Quai d'Orsay to balance M Mitterrand's conciliatory words with tough talk about an apology from President Saddam and the release of all hostages.

There have been indications that the French were concerned about suspicion of their motives among Western allies. France took the lead in the drive to extend the security council embargo against Iraq to include most air traffic, while on the military front, M Chevènement appears to have buckled following a warning from the Elysée Palace.

The Emir of Kuwait, Sheikh Jaber Al-Sabah, was in Paris yesterday at the same time as the US Secretary of Defence, Richard Cheney. Both had meetings scheduled with M Mitterrand.

Security issues: The Gulf conflict will top the agenda when M Chevènement meets his British counterpart, Tom King, in London today. They are also expected to discuss European security issues and missile development.



First British hostage to die in Iraq: Ron Duffy, the engineer who was the victim of a suspected heart attack

## Families rap Whitehall for insufficient help

By OUR FOREIGN STAFF

THE government has been strongly criticised by families of hostages and other Britons stranded in Kuwait and Iraq for not doing enough to help them. Seven more Britons in Kuwait were rounded up on Saturday, and are expected to become part of Iraq's "human shield", bringing the number of hostages to 304.

There was uproar lasting two minutes at a meeting between the Foreign Office and 150 family members when an official said they should be grateful for what it had done. Joanna Copley, co-founder of the Gulf Support Group, which represents the families, said the meeting was "very emotional".

The main complaints were: ☐ Those who had escaped had found a lack of appreciation of their problems when they reached British embassies in Saudi Arabia, Qatar or Bahrain.

☐ There was a lack of information and the Foreign Office had been slow to pass on what it had.

☐ A lack of sympathy in dealing with relatives on the telephone.

☐ The Foreign Office had refused to allow the diplomatic bag to be used to carry food parcels to Baghdad.

Ms Copley emphasised that the complaints represented views of individuals, not the organisation. "Feelings were expressed that the government had not done enough. As a group we have good relations with the Foreign Office but this does not mean we feel the government has done enough."

Both the support group and the Foreign Office were upset that details of what was to have been a confidential meeting had been leaked.

A Whitehall source confirmed the refusal to use the diplomatic bag, saying this would be contrary to the Vienna Convention on diplomatic behaviour. No one was in danger of going hungry or being forced to leave their hotel. The 650 people remaining in Kuwait mostly had adequate food because they had stocked up at an early stage. The seven arrested on Saturday joined 83 others held at the Regency Hotel and may be moved to Baghdad soon.

Most of the hostages have been held at expensive Baghdad hotels before being deployed under the "human shield" policy. The British embassy has settled bills for those who could not afford to pay, spending a total of £1.3 million, including other costs.

A further 500 Britons are unable to leave Iraq although they are not under detention. Many have their own homes and are continuing their jobs, but others are short of money. The embassy has been instructed to help, according to their needs.

The Whitehall source said the money was not a loan and would not be reclaimed from individuals, but their employers might be asked to contribute. After the Gulf emergency was over, a claim would be made against Baghdad.

Some hostages are continuing to receive letters from Britain. A quantity of mail has been delivered to Baghdad by courier.

The benign attitude the government has taken to

wards talks by Edward Heath, the former prime minister, with President Saddam Hussein may have been prompted by criticism from the families. Douglas Hurd, the foreign secretary, spoke in positive terms of Mr Heath's mission yesterday. "If he manages to bring hostages out who are sick or old, that will relieve a lot of anxiety and suffering," he said.

"It will leave behind many others, who are still being used as part of (Mr Saddam's) cruel policy of protecting the aggression, so our policy, our firmness will have to remain the same."

Britain is now one of only five countries with an embassy in Kuwait after Canada withdrew its diplomats at the weekend. The others are the United States, France, Oman and Bahrain.

The families of those held hostage in Iraq yesterday endured yet more anxiety and uncertainty as they waited for news from Baghdad that relatives and loved ones might be granted exit visas to board the Virgin Atlantic mercy flight home to Britain.

Relatives of those held in Iraq have been offered places on the plane to Baghdad. The flight organisers said yesterday that they had received many calls from those seeking a seat.

Virgin Atlantic arranged for seven nurses and four doctors to travel on the flight from Gatwick direct to the Iraqi capital. In addition the cabin crew are all former nurses. Will Whitcomb of Virgin said: "We do not know how many hostages we will be ferrying out, it could be any number between ten and two hundred."

## Hostage 'fit' just days ago

By PETER DAVENPORT

THE British engineer who died while being held as a hostage by the Iraqi government wrote home two weeks ago to say he was fit and well, his widow disclosed yesterday.

Ron Duffy, aged 62, a grandfather, from West Moor, near Newcastle upon Tyne, died of a suspected heart attack while at a military compound outside Baghdad. He had been working on a power station contract in Kuwait and was trapped by the Iraqi invasion in August.

Yesterday Christine Duffy, his widow, was being comforted by family and friends. "We know nothing more than the fact that he died," she said, "and that a doctor was with him at the time. Ron never had a day's illness in his life and certainly didn't suffer from any heart trouble."

Mr Duffy was one of five engineers working on a power station turbine contract for the northeast engineering firm, Merz and McLellan. Iraqi soldiers sent them to Baghdad shortly after the invasion.

Mrs Duffy said she did not know if her husband was to have been one of the hostages that Edward Heath, the former prime minister, was trying to free. A Foreign Office spokesman confirmed last night the embassy in Baghdad had been told of Mr Duffy's death on Sunday and that the post-mortem would be carried out in Iraq. He is the first Briton to die while being held hostage in Iraq.

## Fresh round of violence in Jerusalem

From RICHARD OWEN IN JERUSALEM

HOPES for an end to the current spiral of Arab-Jewish clashes were dashed yesterday by a fresh round of violence. In what appeared to be acts of revenge for the killing of 21 Arabs on the Temple Mount two weeks ago, two Israeli soldiers were injured in knife and axe attacks in Gaza, and an Arab supermarket worker stabbed and wounded an Israeli delivery man in a Jewish suburb of Jerusalem.

Police yesterday kept West Bank and Gaza Arabs out of Jerusalem with roadblocks after three Israelis, including a policeman, were stabbed to death on Sunday. Police said the roadblocks would be lifted only "when tensions are reduced". Police fear further Arab stabbings as well as clashes between Arabs and right-wing Jewish militants.

To keep the lid on disturbances in Jerusalem, police were out in force on the streets yesterday. But riots broke out in the West Bank town of Jenin after false reports that Jews had attacked Arabs trying to enter Tel Aviv to find work despite the roadblocks.

The funeral yesterday of Shalom Shelush, the murdered policeman aged 28, became the emotional focus of a debate over whether the dead man might still be alive if he had shot at his assailant's head instead of at his legs. As the long funeral procession of cars, buses and police vans made its way to the cemetery on Mount Herzl outside Jerusalem, a relative waiting with grief tried to hurl himself on to the open police lorry carrying the flag-draped coffin. He had to be forcibly restrained by police walking behind the cortege.

"We need five Jews in Israel, not dead Jews in mourning," said Shifra Hoffman of the Victims of Arab Terrorism organisation, as the procession passed. "The Arab who killed him is still alive, and is no doubt being handed out with kid gloves as usual. Our police should be allowed to shoot to kill," she said.

Commander Aryeh Bibi,

the head of the Jerusalem police force, appeared to support this when he said that, if the murdered policeman "had aimed at his assailant's head, there is no doubt he would be alive today". Commander Bibi said standing orders did permit security forces to shoot to kill if their assailant was known to possess an offensive weapon.

Instead Mr Shelush, an off-duty policeman who happened to be in the district when the Arab began his assault, followed the standard procedure for dealing with stone-throwers by firing twice in the air and twice at the legs of the man he was chasing. The attacker, Omar Abu Sirhan, a building labourer, had already stabbed to death an 18-year-old off-duty woman soldier and a 43-year-old flower shop owner while crying "Allahu Akbar" ("God is Greatest"). Now in custody, he claimed to have acted on his own initiative.

Palestinians yesterday reported that Commander Bibi's police had already "shot to kill" with deadly effect during the Temple Mount riots. But there is little doubt that the Temple Mount shootings did not just spark off another round of tit-for-tat violence of the kind which has become familiar over the past few years but marked a watershed in the Arab-Jewish conflict. The Temple Mount incident seems to have ushered in a new phase in which the surviving layers of trust between the Arabs and Jews, who have long co-existed in Jerusalem, have been paper-thin.

Yesterday building sites in Jerusalem were like and factory production lines were shut down as the 120,000 West Bank Arabs who normally play a crucial role in the Israeli economy either stayed away or were kept out by the roadblocks. On the other hand, thousands of Palestinian Arabs already live in the city, with many working in shops, cafes and businesses in Jewish west Jerusalem.

## Iraqi freighter boarded by Western sailors

From REUTERS IN DHAKKA, SAUDI ARABIA

AUSTRALIAN and American sailors yesterday stopped and boarded an Iraqi freighter which had ignored warning shots and "ordered to turn around," a US Navy spokesman said.

"A boarding party is now on board," the spokesman said. He added that the 7,000-tonne Al-Bahar al-Arabi, carrying steel tubes and plywood, was stopped in the Gulf of Oman in an operation led by the Australian frigate Adelaide and supported by the US frigate Reasoner.

The ship had been shadowed through the night by the Italian frigate Libeccio as it sailed through the Strait of

Hormuz, ignoring orders to return home and apparently continuing its course towards the Yemeni port of Aden.

US coastguards and navy personnel boarded the Aden-bound freighter on Saturday to enforce the United Nations trade ban against Iraq. The captain apparently agreed to return to Iraq. But the ship continued on its course after the party disembarked and ignored warning shots fired on Sunday by the US destroyer O'Brien.

The Iraqi government described the Al-Bahar al-Arabi as a refrigerated fish storage vessel on lease from a private Iraqi company.

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## Egypt opens tombs to lure tourists

From CHRISTOPHER WALKER IN CAIRO

IN AN imaginative attempt to boost Egypt's flagging tourist industry, sorely hit by the Gulf confrontation, the authorities yesterday reopened the smallest of the three pyramids at Giza and unlocked the gates of 15 nearby tombs for the first time since they were unearthed a century ago.

The decorated tombs, never before seen by tourists, were selected from among 4,000 scattered across the dry, wind-blown Pyramids Plateau on the outskirts of Cairo. They were used for nobles, high priests and ancient royalty from the period of Egypt's fourth dynasty, about 4,600 years ago, through to the sixth, which ended 450 years later.

Until yesterday, only five of the tombs on the plateau had been opened during the past 20 years.

Zahi Hawass, director general of the Giza small pyramids area, said that visitors normally looked only at the pyramids and did not bother about the tombs. Those prepared for the opening, tombs on three sides of the Great Pyramid of Cheops, had been dug out of the sand, cleaned, lit and ventilated.

The third pyramid, built for the Pharaoh Mycerinus also at the time of the fourth dynasty, covers only one-fourth of the

area of the larger pyramids and at 204 ft is less than half their height. It had been closed for a number of years for refurbishment. During that time salts were removed, ventilation and lighting added, graffiti cleaned away and closed-circuit cameras installed.

A small passageway leads down to a burial chamber below the ground, where in the early 19th century a basalt sarcophagus carved with panel decorations was found and is believed to have belonged to the pharaoh himself. It was lost in a shipwreck somewhere between Malta and Carthage, Spain, as it was being taken to Britain in 1838.

Tourist bookings are estimated by agents to be down by over 50 per cent since early August. They were further hit this month by the assassination of Egypt's second-ranking politician, Dr Rifaat Mahgoub, outside one of Cairo's main tourist hotels. The Baghdad-based Abu Nidal group is suspected.

Losses from the tourist industry are put officially at more than £510 million. Yesterday Farouk Hosni, the minister of culture, said he hoped the newly opened sites would persuade tourists to spend longer in Egypt.

## Doctors strike

Dhaka - Doctors across Bangladesh staged a four-hour strike over the government's new national health care plan, medical sources said. (AFP)

## Last free ride

Peking - A Chinese train conductor has been sacked for letting a friend and his dog travel free in first-class, the official China Daily reported. (AFP)

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# Bush poised to veto civil rights bill as compromise fails

FROM MARTIN FLETCHER IN WASHINGTON

TWO weeks before congressional election day, President Bush was yesterday preparing to veto an important civil rights bill despite bitter protests from black leaders and Democrats who accused him of pandering to the racial prejudice of conservative blue-collar white voters, a key constituency.

The bill was designed to make it easier for blacks, other minorities, and women to sue employers on grounds of discrimination, reversing recent Supreme Court decisions, but Mr Bush had long argued that its effect would be to force employers to adopt quota systems to protect themselves from litigation.

Mr Bush was obliged to act on such a politically charged issue after both houses of Congress approved the legislation by big majorities last week and rejected an alternative administration measure, thus ending a months-

long search for compromise. The veto will cost Mr Bush his unusually high level of support among blacks - 74 per cent in one poll - and trigger a determined drive by Democrats to muster the two-thirds majorities required in both houses to overturn the veto. Support for the bill fell slightly short of that level in the House and Senate.

However, accepting the legislation would have further infuriated his own powerful right wing, reinforced the growing impression of a vacillating president lacking bedrock Republican principles, and lost his party's candidates an important source of white support on November 6. The 44 per cent vote attracted by David Duke, the former Ku Klux Klan Grand Wizard, in this month's Senate primary in Louisiana, demonstrated the level of white resentment against blacks and the pro-

grammes designed to help them.

With his advisers divided, Mr Bush was forced to choose between his natural inclination for bipartisan compromise and the constituency which ensured his election and belatedly discovered, particularly when he reneged on his "no new taxes" pledge, that he was not the Reaganite conservative they had been led to believe.

The White House insisted the veto was based on the bill's shortcomings and not electoral considerations. "The harm this would do to the cause of civil rights is potentially profound. Any measure that causes employment decisions to turn on factors of race, sex, ethnicity or religion, rather than on qualifications, is fundamentally unfair and is at odds with our civil rights tradition," Mr Bush said in a last-ditch written appeal to Congress last week.

The bill's supporters strongly disagreed. Senator Edward Kennedy, its sponsor, said: "The president's actions demonstrate that he is more interested in appeasing extremists in his party than in providing simple justice for the millions of working women and minorities who face bias on the job."

Jesse Jackson, the prominent black Democrat, said he hoped Mr Bush would not "Willie Hortonise the 1990 campaign" - a reference to Mr Bush's presidential campaign advertisements which featured a black convict who raped a white woman while paroled by Michael Dukakis, the governor of Massachusetts and Mr Bush's opponent.

George Mitchell, the Senate Democratic leader, said Mr Bush was "deeply and regrettably wrong" about the bill. Ralph Nease, executive director of the Leadership Conference on Civil Rights, said the administration's alternative legislation was so unsatisfactory that it was "dead on arrival" on Capitol Hill.

"It's obvious that the White House has not been negotiating in good faith. They never wanted a strong and effective civil rights act," he said. "George Bush is Ronald Reagan in sheep's clothing... his civil rights policies are just as deadly to those who are the victims of job discrimination."

Marlin Fitzwater, the White House press secretary, hit back at the president's critics yesterday, saying: "A lot of them don't understand the legal implications of the bill."

However, another White House official said: "Few people will understand the details of this bill, and there will be many who simply see a civil rights bill and a veto."

Many moderate Republicans, alarmed at the way their party was depicted as the champion of the wealthy during the budget debate, are concerned it will now be seen as being anti-black and anti-minorities.

## Rush to beat US budget deadline

FROM SUSAN ELLICOTT IN WASHINGTON

US BUDGET negotiators, fresh from a weekend of further impasse and recriminations over how to tax millionaires, took their seats again yesterday behind closed doors in an increasingly desperate attempt to agree, only three days before the government loses its power to spend.

The prospect of a swift end to the stalemate faded on Sunday when John Sununu, the frangible White House chief of staff, stalked out of talks with congressional leaders accusing the Democrats of not wanting a fair compromise. But administration officials were back on Capitol Hill, while the White House and some legislators expressed optimism that a deal would be reached before Wednesday's midnight deadline.

"This is a little like the perils of Pauline," said Richard Darman, the White House budget director, who followed Mr Sununu out of the talks. "Just when you think you are moving ahead," he said, "along comes something to block the path."

Democrats glossed over the walkout as a temporary setback and criticised Mr Sununu for posturing in time for the day's main television news.

Mr Sununu, the former Governor of New Hampshire, and Mr Darman have carved out reputations for themselves as Mr Bush's bully boys during the long-running budget drama. Late last month even Republicans raised eyebrows at reports of their tactics used in attempts to persuade members of Mr Bush's party to back a \$500 billion (\$255 billion) five-year bipartisan package to cut the federal budget deficit. For

Leading article, page 15



Safe haven: a woman in a refugee camp at Kisinga, Uganda, sheltering 3,000 people who fled from a rebel invasion of Rwanda three weeks ago

## Kenya severs ties with Norway

By OUR FOREIGN STAFF

KENYA said yesterday it was breaking off diplomatic relations with Norway after an increasingly bitter row over the activities of Kenyan dissidents based there.

The move caps several years of deteriorating relations between the two countries, particularly over the abuse of human rights.

Ironically, Nairobi continues to receive £10-15 million worth of development aid a year from Oslo, although it was announced recently that the amount is to be cut by more than £5 million because of concern over human rights.

The Kenyan foreign ministry accused Norway of being an accessory to illegal activities carried out by what it called fugitives. The Norwegian ambassador was given a week to close his embassy and leave the country.

The move by Kenya came after a row with Norway over Koigi wa Wamwere, a journalist and dissident politician who was charged with treason after returning from exile in Norway. On Saturday President Moi of Kenya attacked Norway for expressing concern over Mr Wamwere.

A statement by Wilson Ndolo Ayah, the foreign minister, accused Oslo of adopting a hostile attitude to Kenya for some time.

Mr Wamwere, a former member of parliament, and three others were charged on Friday after being arrested for planning an armed campaign to destabilise the government. He fled to Norway in 1986 and founded a clandestine opposition group called the Kenya Patriotic Front.

Norway protested to Kenya on Thursday over the arrest of Mr Wamwere, who was granted political refugee status

## Embattled Mengistu seeks to win church support

FROM ANDREW LYCETT IN ADDIS ABABA

PEERING through his thick spectacles and clutching a microphone, the Patriarch of the Ethiopian Orthodox Church, His Holiness Abune Merkorios, addressed hundreds of patiently seated Sunday school pupils last week.

After skating over social problems, including the need to guard against AIDS, he came to the crux of his talk. In his gravel voice - "the nearest thing to Moses," according to one observer - he exhorted Ethiopia's youth to honour their forefathers, preserve their heritage and defend the territorial unity of their country.

A report of the speech appeared in the government-controlled press the following day. Until recently that would have been unthinkable. For the past dozen years, the church has smarted under an unprecedented anti-clerical barrage from Ethiopia's Marxist rulers.

In 1977, the then hardline Derg (Shadow) of military officers, headed by Lieutenant-Colonel Mengistu Haile Mariam, issued a secret directive to smash the influence of the Orthodox Church, which has existed in Ethiopia since

replaced by even larger icons in territory held by the front.

The church seems willing to play along with the government in the hope of regaining some of its ancient lands. Meanwhile, it plays an increasingly visible and influential role. With other churches, it runs the Joint Relief Partnership which trucks food relief into Welo and Tigré.

At the colourful Maskal festival, which celebrates the finding of the True Cross by the Empress Helena, state television showed processions with the symbolic crosses for the first time since the revolution.

At dawn on Sunday, a service was quickly drawing to a close in the 105-year-old St Mary's Church, in the Entoto Hills, ten miles north of the capital. A hundred worshippers had been at the church since ten o'clock the previous evening. Abraham Habte Mariam, aged 22, said many young people were becoming deacons.

Political observers are now watching to see if these trends mean the church will become a threat to, rather than a partner with, the government.

## Myths resurrected as the Mafia basks in nostalgia's golden glow

FROM CHARLES BREMER IN NEW YORK

THE Feds moved in on Tommy Gambino last Thursday and charged him with running a racket that levied a "mob tax" on every article made in the garment district on Manhattan's West Side.

Law-abiding citizens should have cheered the booking of another notorious capo, but instead New York's media switched into the affectionate jargon it reserves for the old Mafia, an endangered species in every city except New York. Wise guys, made men, soldiers, omertà... the nostalgic terms were all wheeled out.

It was the same when the prosecutors shut down the mob's racket at the Fulton Street fish market by the Brooklyn bridge a couple of years ago, and also when John Gotti, the "reputed godfather" of the Gambino family, beat the rap for the third time earlier this year and was whisked off in a cloud of television lights and after-shave back to his "plumbing business" in Queens.

To the consternation of some moralists and the profit of Hollywood, the old cosa nostra, or at least the mythologised version, is enjoying a surge of popularity in America this autumn. In no fewer than seven new films, two of them probable blockbusters, the movie-makers are again celebrating the rituals and romance of the Mob.

After a decade in which only one serious Mafia film - *The Untouchables* - reached hit status, cinema-goers are flocking to see *Miller's Crossing*, a 1920s period piece from Dashiell Hammett in the grand tradition, *State of*

Grace, a realistic feature on the Irish-dominated Mob of Hell's Kitchen in New York, and *Narrow Margin*, a remake of a 1952 B-movie starring Gene Hackman.

The most acclaimed by far of those already released is *GoodFellas*, Martin Scorsese's dark but homely, funny account of life in a suburban Mafia family, starring Robert DeNiro and Ray Liotta. Next to be released is the long-awaited climax to that Nibelungen *Ring* of gangster films, Francis Ford Coppola's *Godfather Part III*.

The most intriguing aspect of the new films, and especially *GoodFellas*, is the way they combine the epic feel of the old genre with the horrors of the real-life Mob, as depicted in countless FBI wire taps and gangster memoirs.

Despite brutality, betrayal and language that rarely strays

from obscenity, the murderous characters of *GoodFellas* have the audience chuckling along. Based on *Wise Guy*, the memoirs of Henry Hill, a Lucchese family gangster who turned informer, *GoodFellas* is so accurate that one of his prosecutors played a role and real-life mobsters have been writing newspaper reviews.

"I can't ever remember enjoying a movie as much. It's the most true-to-life crime film I have ever seen," said Edward McDonald, the former chief of the Federal Organised Crime Strike Force in Brooklyn, which has been leading the anti-Mafia war in New York.

One critic who has made known his displeasure is the real alleged godfather. "Mr Gotti is too intelligent to waste his time to see nonsensical movies like that," said Bruce Cutler, his lawyer. "This is a

government propaganda movie. It makes a hero out of paid government witnesses." The "dapper don", who has deliberately fostered a media image that draws on the Hollywood stereotype, is expected to be charged soon with alleged involvement in the 1985 murder of Paul Castellano, his predecessor as Gambino boss, according to widely reported leaks from the federal prosecutor's office.

In a sort of coda to the film, the police last week identified the remains of Bruno Facciolo, a reputed Lucchese "soldier" who was mentioned in the *GoodFellas* story. He had last been seen getting into his Mercury in Brooklyn in May.

One might wonder why Americans are queuing up to watch the antics of vicious hoodlums at a time that the country is suffering record lawlessness. By broad consensus, the answer is that nostalgia is at work. As erroneous as it may be, the modern crime wave is blamed on the black and Hispanic drug gangs which now dominate the inner cities.

Only one of the new films, *The King of New York*, depicts this new-style gangland and its drug lord hero is a Robin Hood figure who builds hospitals with the loot. With its codes, conventions and long Hollywood tradition, the Mafia craze harks back to the days when the bad guys only "whacked" each other, shunned drugs and behaved decently to their women and children. The Mafia hero, like his Western counterpart, draws directly on America's love of the rugged outsider.



Mob mania: Robert DeNiro, the actor whose latest film is *GoodFellas*, about life in a Mafia family

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# Hints of ban from office overshadow Bhutto's last rally

From Christopher Thomas in Lahore

THOUSANDS of people swarmed into the Punjab capital of Lahore for rival rallies yesterday, marking the end of Pakistan's election campaign amid rumours of an imminent court decision banning Benazir Bhutto from public office.

Riot police were deployed in large numbers on the streets as last-minute negotiations were held among political opponents to try to prevent the opposing processions from meeting. Both sides chose to finish their campaigns in Lahore because of the vital importance of Punjab, which returns 115 of the National Assembly's 207 Muslim members.

Miss Bhutto, the former prime minister, reached the city at the head of a convoy of cars, lorries and motorcycles that moved slowly along both lanes of the main road from Faisalabad, where she had spent the night.

Leaders of the rival Islamic Democratic Alliance, a coalition of eight parties, were simultaneously holding a rally inside the old walled city.

Miss Bhutto's car inched through a bedlam of people and snarled-up traffic while armed security forces looked down from rooftops. The city administration, which is run by her opponents, refused to allocate a site for a mass meeting. It originally approved a procession route that bypassed all the main areas of population, which Miss Bhutto rejected.

The army was out in force throughout the country. In Sindh province 35,000 troops were deployed on the streets of Karachi, Hyderabad and other towns to deal with possible

violence between rival ethnic groups. Security forces will stand by at thousands of polling stations in sensitive areas tomorrow.

The campaign ended officially at midnight. As it drew to a close, a highly placed source in the caretaker government said an early ban on Miss Bhutto holding public office was "possible". Several charges have been filed against her in special disqualification courts empowered to ban her from holding political office for seven years.

In another development Miss Bhutto has been ordered by a disqualification court in Lahore to appear in person on November 4 to answer charges that she misused secret service funds at the time of a no-confidence motion against her last year. The charge implies that the money was used to buy the votes of MPs.

Only if she loses the election will the disqualification process continue: if she wins, the special courts will be scrapped. She would then also be able to ensure the release of her husband, Asif Ali Zardari, who is being held in a police cell on kidnapping and extortion charges. His bail application, previously rejected by a Karachi magistrate, is due for review today.

In one of its final pre-election moves, the caretaker government has charged Miss Bhutto with using air force and state-owned commercial aircraft to transport MPs and ministers "in an unauthorised manner". The move demonstrates that her opponents, if they hang on to power, are ready to ignore private warnings from aid donor

countries that any ban on the former prime minister would be frowned on.

Pakistani intelligence agencies, whose detailed projections for the 1988 poll were largely accurate, have concluded privately that the new government will be headed by the Islamic Democratic Alliance. But they believe that the contest could be extremely close, with the possibility of a hung parliament.

Mian Nawaz Sharif, the powerful former chief minister of Punjab, appears to be the front-runner to be prime minister if Miss Bhutto is defeated. The army favours him because he can claim a mass political base, unlike either of the other contenders — Ghulam Mustafa Jatoi, the acting prime minister, and Mohammed Khan Junejo, a former prime minister who was dismissed by the army in 1988.

Nearly 50 million voters will choose between 1,300 candidates for 207 Muslim seats tomorrow. Ten additional seats are reserved for religious minorities and eight for tribal territories. Both groups usually join the winning side. If the election produces a hung parliament the tribals and minorities, together with independents, could well become the tie-breakers.

The Islamic Democratic Alliance is hoping for a straight win over Miss Bhutto in the 207 Muslim seats being contested. The Sind-based Mohajir Qaumi Movement, whose 14 MPs gave their support to Miss Bhutto after the elections in 1988, will support her rivals this time.



Power play: Benazir Bhutto making an impassioned speech to a rally in Faisalabad

## Chissano ends one-party rule

From Jan Raath in Harare

MOZAMBIQUE is to do away with one-party rule in an attempt to end more than 30 years of civil war. The People's Assembly (parliament) in Maputo voted unanimously at the weekend for changes in the country's constitution, declar-

ing that political pluralism shall be "the fundamental instrument for the democratic participation of citizens". The clauses become law when the assembly completes the debate on its new 200-item constitution, followed in

December by another session to ratify regulations on the establishment and conduct of political parties.

The Mozambican government of President Joaquim Chissano is probably the first on the continent to open a

serious debate on ending single-party rule. The demise of the one-party system has been one element of a complete restructuring of its system, from the introduction of *habeas corpus* to the adoption of market forces in the economy. The motive behind this volte face is an attempt to bring peace to the estimated 14 million people who have known only war for the past 30 years. The reforms have gone all the way in meeting demands by the rebel Renamo movement for the freedom of worship, return of power to traditional chiefs, the opening up of the economy and the legitimising of opposition.

But it appears that Mr Chissano has gone too far for Renamo, led by Afonso Dhlakama. One clause the assembly approved prohibits parties from using violence to further their aims, meaning that the South African-managed organisation must discard its weapons before it registers as a party for elections set for next year.

Mr Dhlakama has resisted anything that may mean a ceasefire, and last month boycotted a third round of direct talks in Rome with the ruling Frelimo party, much to the annoyance of the Vatican, which sponsored the talks.

## Mahathir routs election challenge

From M.G.G. Pillai in Kuala Lumpur

THE Malaysian prime minister, Mahathir Mohamed, began a third term in power yesterday, after routing a combined opposition challenge in Malaysia's general election to emerge with a comfortable two-thirds majority.

His 10-member multi-racial National Front coalition took 127 of the 180 parliamentary seats in the weekend polls, Malaysia's eighth since independence in 1957. The coalition also won two of the 11 state assemblies which had elections at the same time but conceded one state, Kelantan, to the opposition. Two federal cabinet ministers and two state chief ministers lost their seats.

But Dr Mahathir marginalised, for the moment, a determined challenge from a former cabinet colleague, Tengku Razaleigh Hamzah. He retained a comfortable two-thirds majority in parliament, even though the opposition coalition increased its seats from 37 to 53.

While Tengku Razaleigh's Semangat 46 (Spirit of 46) party lost ground from 12 to eight seats, the fundamentalists and Malaysian Islamic Party, his coalition partners, improved from one to seven. Together they won all 39 seats in the Kelantan state assembly and 13 parliamentary seats from that state, but their attempt to take over the neighbouring state of Trengganu failed.

Tengku Razaleigh's opposition coalition Gagasan Rakyat (People's Vision) is now confined to Kelantan, and the next few years will show if he can spread his wings elsewhere.

The prime minister took the 71 Malay seats he held in the outgoing parliament, but the opposition threat remains, although subdued for the present. One reason for the opposition's defeat was Tengku Razaleigh's espousal of the Christian-led Parti Bersatu Sabah, which defected from the ruling coalition to join him early last week.

The victory hides severe leadership problems within the ruling coalition. Far more worrying, though, is the increasing authoritarianism of the prime minister. Malay leadership is characterised by authoritarian rule. Every previous prime minister was autocratic, but Dr Mahathir tried a few years ago to reduce the power of the traditional rulers, who assume a greater political role than the constitution allows.

He has kept the civil service, the judiciary, and the armed forces under his personal control. His policy of privatisation of government departments benefits his business cronies and colleagues in politics and their business partners. The checks and balances that many had hoped this election would provide for did not materialise. For the moment, that works to his advantage.

## Temple row puts pressure on Singh

From Coom KAPOOR in Delhi

THE minority government of V. P. Singh, India's prime minister, is in danger of falling within the month as its compromise moves over the construction of the Ram Janmabhoomi temple in the holy city of Ayodhya fail to find acceptance by both Hindus and Muslims.

Mr Singh's besieged government had a further setback on Sunday night when it was forced to ask Ramaswami Venkataraman, the president, to withdraw an ordinance promulgated less than 48 hours earlier, taking over the disputed temple site in the northern state of Uttar Pradesh.

An unused mosque, Babri Masjid, stands on the site and Hindus claim it was built over an earlier Hindu temple marking the birthplace of the god Lord Rama.

A five-member committee of chief ministers from Janata Dal, Congress (I), the Communist Party of India (Marxist), and the Bharatiya Janata Party met yesterday in a last-ditch attempt to work out a formula that would defuse the highly-charged issue.

Fundamentalists on both sides have whipped up religious sentiment over whether or not a temple should be built at the site, and Muslim organisations have expressed their outrage that the mosque could be taken over by the government, thus interfering with their religious rights. Muslims make up about 10 per cent of the population of India.

The BJP, the Hindu right-wing party with 86 MPs which supports Mr Singh's National Front government, issued a warning last week that it would withdraw its support of the government should construction not begin by next Tuesday or if Lal Krishna Advani, the BJP president, were arrested during the religious procession that would precede temple work.

Mr Advani's proposed journey in "Rathayatra", a motor-driven chariot, has been criticised as a move that would incite religious passions and lead to communal violence. At yesterday's meeting of chief ministers K. C. Tyagi, a senior Janata Dal MP, doubted there was any way of preventing a flare-up other than arresting Mr Advani.

Mulayam Singh Yadav, the chief minister of Uttar Pradesh, said any solution to the dispute must be acceptable to both sides, failing which a court should decide whether the mosque was originally built on a temple site. No demolition of the mosque would be allowed until then, he said.

Extensive security arrangements have been made in Ayodhya, with the city's main highways blocked off and all trains to be diverted over the next few days to prevent Hindu volunteers from flooding in to begin construction work next Tuesday.



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# Soviet Union tightens law against black marketeering

From MARY DEVEISKY IN MOSCOW

THE Soviet parliament yesterday passed legislation stipulating tougher penalties for black marketeering, in an attempt to discourage one of the Soviet Union's most flourishing areas of crime.

Senior law and order officials acknowledge, however, that crimes of "speculation", as they are loosely described, are a product of permanent shortages and that legislation alone will not eradicate them.

The new law, which comes into force as soon as it is signed by President Gorbachev, defines speculation as "the purchasing of goods intended for trade in the state sector and their resale for the purpose of profiteering". The unauthorised sale of goods from

depots and warehouses, as well as deliberate concealment of goods from customers, are defined as separate offences, as is private price-fixing by groups or individuals with access to scarce goods.

The law defines another offence as selling goods intended for the state sector at prices above the established ceiling, in preparation for next year when the price of non-essential goods will be allowed to float free up to a certain level.

The penalties for each offence vary from prison sentences of less than a year or a fine of 1,000 roubles (about £1,106) up to seven years' imprisonment, depending on whether the crime is classified as "serious", defined as involving more than 1,000 roubles' profit, a repeat offence or a group conspiracy. Those convicted are banned from working in their previous capacity for up to five years after completing their sentence.

The legislation, which was rushed through parliament yesterday morning, may be an attempt to placate disgruntled consumers in advance of the higher prices and tough austerity measures widely forecast for the new year. A press conference of top law and order officials, held yesterday as the legislation was going through, may have had a similar purpose: to convince the public that serious action was being taken to combat crime.

The officials, who included Vladimir Kryuchkov, head of the KGB, Vadim Bakatin, minister of the interior, Veniamin Yakovlev, the justice minister, and Aleksei Vasilyev, the deputy chief procurator, acknowledged public concern about crime, especially black marketeering and violent attacks. But other than explaining that "outmoded laws" were being taken off the statute book in an attempt to increase respect for the law and that co-operation between the KGB and the interior ministry was being stepped up, they had few specific measures to offer.

Mr Bakatin disclosed that "organised crime", about which the Soviet press and the KGB have whipped up a frantic campaign, accounted for just 2 per cent of all crime. He also emphasised that, despite professed references to the Soviet mafia, organised crime had nothing in common as yet with the "state within a state" that existed in some countries.

The KGB has recently emphasised its role in fighting organised crime, apparently to justify its continued usefulness and its budget. Although the KGB is one of the institutions threatened with spending cuts, Mr Kryuchkov insisted yesterday that his budget and that of the interior ministry would be maintained at their present level.

Seen in this light, yesterday's press conference may have been a last-ditch attempt by the KGB to resist cuts in manpower and funding, for which there is increasing public pressure.

Capital search, page 14

## Miners put blame on Ryzhkov

From MARY DEVEISKY AND BRUCE CLARK IN MOSCOW

INA week which is expected to see the first presidential decrees on the market economy, Soviet officials and unofficial trade unions are trying to ensure that their members will be protected from the worst of the predicted hardships.

Yesterday 900 miners' delegates from all over the Soviet Union converged on the Ukrainian mining city of Donetsk for the second all-union congress of miners. In Moscow, last-minute preparations were under way for the 19th congress of the official Soviet trade union organisation, which opens today.

While the official trade unions are expected to endorse the Soviet leadership's more cautious proposals for economic reform, which emphasise the need for extensive social provisions to protect the low-paid, the miners in Donetsk will be more militant. According to one delegate, who was lobbying in Moscow last week, the mood is one of "deep resentment" over unfulfilled promises, combined with an acute sense of responsibility for the country at a time when the Soviet economy is disintegrating.

The main item on their agenda will be the creation of a fully fledged trade union, from their largely ad hoc workers' committees. They are bitter that wage rises awarded after the strikes of August 1989 have been clawed back by unworkable productivity arrangements and inflation.

They are unanimous in blaming the Soviet prime minister, Nikolai Ryzhkov, for their woes, and are likely to repeat the calls for his resignation which they voiced at their first congress in June. The only person they trust is Boris Yeltsin, the Russian Federation's president.



Party watchdog: Vladimir Kryuchkov, the KGB chief, sounding the alarm on organised crime

## Forgotten Frenchman hops into history as father of flight

From PHILIP JACOBSON IN PARIS

LOOK UP Clément Ader in French reference books and you find him listed as "the father of aviation", credited with making the world's first powered flight in a flimsy, batlike contraption at the Chateau d'Armainvilliers exactly 100 years ago this month.

To mark the centenary of this glorious achievement, 1990 was declared "Clément Ader year" by President Mitterrand, and to underline the nation's claim to this particular slice of glory the president recently opened a vast new aircraft factory bearing the aviator's name.

But what about the Wright brothers, the Americans who became accepted as pioneers of manned flight with their take-off at Kitty Hawk, North Carolina, in 1903? What about the lack of impartial evidence to prove that Ader's flying machine, Eole, really did skim 50 yards across the lawn of the chateau in the "historic" flight?

Generations of French children have been taught that Ader did it first, and with M. Mitterrand backing him the textbooks are unlikely to be altered in favour of a couple of foreigners. In any case, an official committee has been appointed, under a distinguished air force general, Pierre

Lissarrague, to co-ordinate celebrations of "One hundred years of French aviation".

As far as the general is concerned, after a decade or more of painstaking investigation, Ader and Eole (named for Aeolus the Roman god of winds) fully deserve their place in French history. As he told *The Wall Street Journal*, which yesterday pub-



Steam-powered — or hot air? Ader's flying machine

lished a long and entertaining account of the affair: "You cannot prove that he did not fly."

But can Ader's partisans prove he did? According to General Lissarrague, formerly head of the National Air and Space Museum, the French inventor's mania for secrecy about his work on Eole has allowed foreign researchers to "massage" his claims.

On the day of the flight, it seems, Ader had ensured that only two trusted mechanics were present when the moment arrived

to try to lift the steam-driven machine — which resembled a design by Heath Robinson — off the ground. There were no impartial observers, no photographer.

In a book he wrote some time after the Wright brothers' feat had thrilled the world, Ader claimed that a subsequent attempt had carried him for a hop of 100 yards. But when he finally persuaded two generals to witness his latest machine in action, a malign gust of wind deposited it on one side some 300 yards away.

Audacious to the end, Ader claimed this "uninterrupted take-off" as his finest achievement to date. The top brass thought otherwise, advising their ministry to halt funding, a blow that drove him to abandon the project. That might have been the end of the story, had not General Lissarrague come across Ader's only surviving machine mouldering in a Parisian attic and crafts museum.

After prodigious research he has established, to the satisfaction of the Ader committee at least, that the last flight was a success, overlooked by the observers because of poor visibility, difficult terrain, the setting sun, and more besides. "It was a plane that flew and that no one saw," he assured *The Wall Street Journal's* reporter.

## German farmers feel cold wind of competition

EC talks to cut agricultural export subsidies are deadlocked. The German peasant thinks his government will protect him from real international competition, Ian Murray writes from Oeverich, Rhineland-Palatinate

BY DAY this half-timbered village is all but deserted. Some hens strut in the courtyards, and a few wrinkled old women sort vegetables by their back doors. But most doorbells are unanswered and the silence and smell of dung hang heavy in the air.

These days there are seven full-time farms in the village and that, says Berthold Schmitt, is six too many. "They are all too small to be economic," he explains. It is all Napoleon's fault, he says, because when the French occupied the land the Napoleonic Code requiring farms to be divided constantly between the heirs of a landholder was enforced. The result was smaller and smaller properties.

Herr Schmitt has 62 acres of good, dark land handed down through generations. It is well above the average 42-acre size of a German farm, and he boasts he has some of the richest earth in the country, yet he only earns 30 per cent of what the family needs from it. His wife goes out to work and he earns the bulk of his income from running a co-operative, leasing farm machinery.

That is why the village is deserted by day. Most of the population works in town to augment their income.

Peter Müller is one of the few full-time farmers. He rents 75 per cent of his 99 acres, the biggest parcel of land round the village. Even so, his wife drives 20 miles each morning to work in a Bonn ministry. "She earns the money for what we eat and drink," he explains. "What I earn on the farm is only just about enough to keep it going."

For him a cut in EC farming subsidy is a tasteless joke. "Things are bad," he says. "They are already getting worse." He has 20 cows and grows corn, maize and beetroot and can afford no labour. "Every day I have to get up and work hard to keep it going," he complains. "There are no holidays and the pay rate is dropping." He has a son, aged 14, but he is not advising him to take on the farm. "There is no future in it," he says.

As far as he is concerned, there is no real alternative. He started work on the family farm straight from school 25 years ago. Now aged 38, he reckons that he is too old to start anything else.

He laughs at the idea that the German government could cause a trade war if it refuses to agree to a cut in his income. "They always have to find a scapegoat for trouble, so this time it is the German farmer. If they cut us back any more they will wipe us out, and they will have another problem." A loyal Christian Democrat all his life, however, he does

not believe his government will abandon him to the mercies of world competition. "If I need be, our government will pay me," he says confidently. The palatine is the home of Helmut Kohl, the chancellor, who has made it his power base. Herr Müller does not think his party leader would not do all to protect his constituents.

Herr Müller's immediate worry is the new competition from eastern Germany. "If you ask me, they should have built the wall two yards higher, not pulled it down," he says.

Herr Schmitt is equally gloomy about the new threat. "They are our competitors now. They can produce at world prices because they have bigger units and lower rent. We cannot sell our produce at the same level and survive."

He reckons that only farms of about 250 acres and more will be economic in future. His machinery co-operative has 160 members with an average of 86 acres a farm. If the EC subsidy is cut by 30 per cent, he is sure that at least half of them will be put out of business.

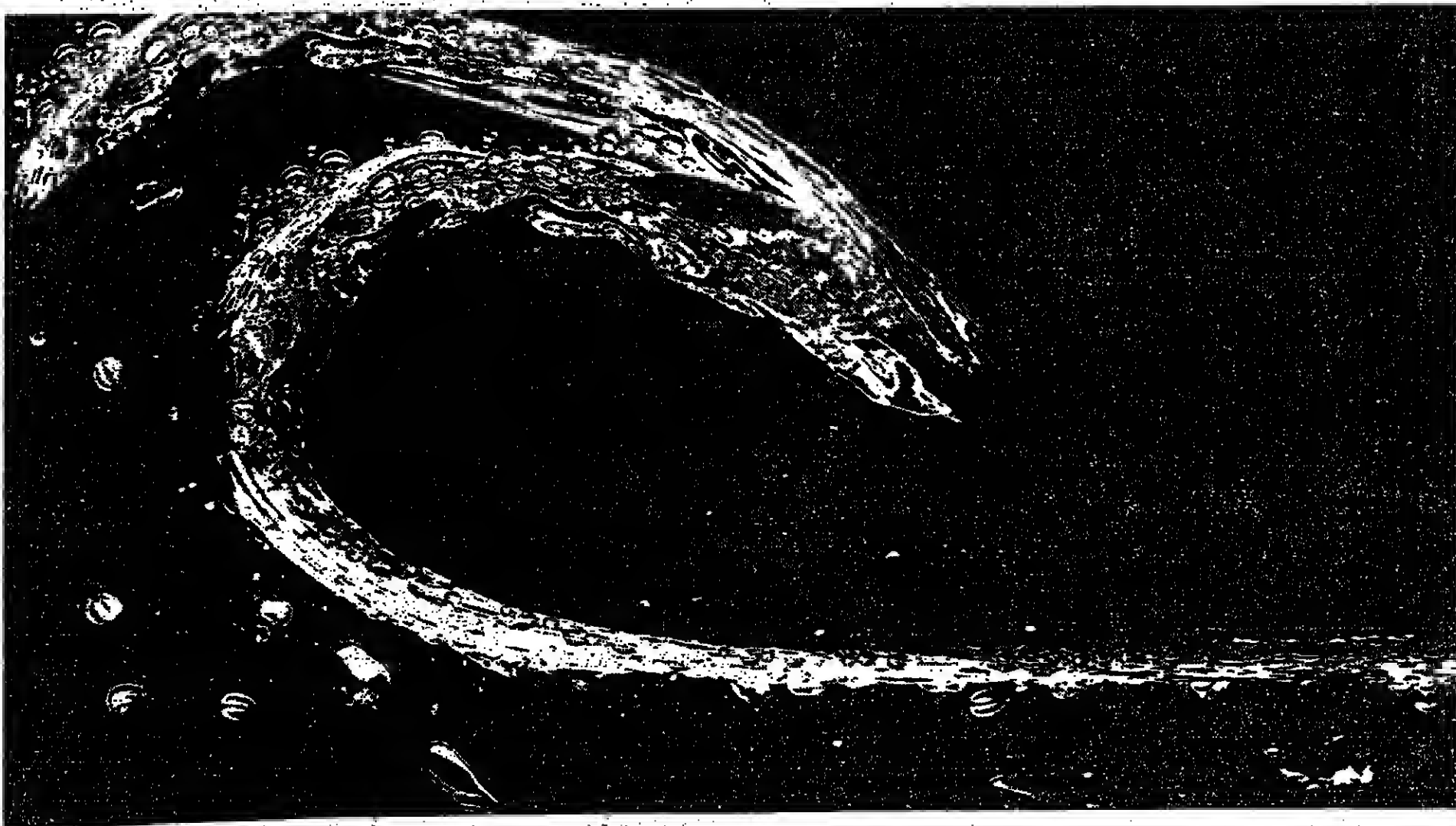
Conscious of the environmental aspect of the argument, he believes that bigger can be better. With 250-acre units, he estimates it will be possible to make a living on a lower yield than is being forced out of the land with fertilisers. This in turn would increase the quality and the price of the produce, while saving the cost and the consequences of fertilisers.

A liberal Free Democrat, he is less convinced that the government will block a reduction in subsidies indefinitely. Germany is primarily an industrial state, he argues, and cannot afford to put its industry at risk in a trade war for the sake of farming.

"The wisest thing would be to give in because we are interested in selling machines. If that happens he reckons all the land round about will one day be just one farm, with the half-timbered village no more than a home for commuters."

Already some of the hereditary farmers have given up. The Hoerlacher family struggled on for 17 years on the 57-acre unit they inherited. They never had a holiday in all that time, struggling to build a new barn for 70 bullocks in order to increase their chances of making a good living.

Four years ago they gave up, sold the bulk of the land and turned the bullock barn into a workshop. The family now live from an oil-delivery business, keeping just a tiny parcel of land growing sugar beet as a token of their past. "Life is so much better now," Frau Hoerlacher said happily. "Farming is hard work for nothing."



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Electricity privatisation is hotting up. Already, seven weeks before the sale, there have been more than four million requests for details — well up on the response at the same stage in the water share sales. The way the electricity shares are priced will be a bonanza for those who get them. The first instalment will be 100p a share, the second is not until October 1991 and the final instalment in September 1992, giving the buyer the longest time to pay in any privatisation so far. As just about every family is a customer, the attraction of the vouchers to be set against electricity bills, or a bonus of one free share for every ten allocated, seems irresistible.

Opponents of electricity privatisation call it a scandalous giveaway of national assets at the expense of the taxpayer and eventually of the consumer, whose electricity bills, they claim, will be higher than they otherwise need be. Initially, muddles over exactly what was to be sold, and how, might have given some strength to this argument. But now John Wakeham, the energy secretary, has all the arguments on his side. The advent of privatisation has immediately saved some £3.8 billion. The coal-firing generating stations planned at Fawley, near Southampton, and at West Burton in the Midlands, costing £1,000 million each, will not be built. This is a positive act of greenery. The Hinkley C nuclear reactor, to cost around £1.8 billion, is to be postponed, perhaps indefinitely.

Under nationalisation, carelessness of the taxpayer, such unnecessary generating projects went ahead just in case they might be needed. The new system is sharply competitive. Generators, whether owned by the newly privatised National Power and PowerGen, or by new power entrepreneurs, will bid to sell their electricity at half-hourly intervals during the day before it is used. The cheapest offer will have first preference, and so on, until acceptance of the final offer needed to meet the expected demand, with a little in hand. That last offer will set the market price for the day, and all will receive it. To make sure of being included, all generators will have to be on their toes. Any new power stations built by National Power and PowerGen at their shareholders' expense will be of the gas turbine type, both cheaper and environmentally friendly.

Consumers will not be shackled to their local electricity suppliers. At present this freedom is limited to customers with a maximum demand of more than one megawatt, enough to run a large factory. In four years the competition will be extended to customers using more than 0.1 MW — about what a substantial office block uses. In eight years, all the 20 million household customers will be able to shop around for cheaper electricity and better ser-

vices than their local public electricity supplier offers. If you live in Cornwall, there will be no physical or other bar to getting your electricity from Scotland if you wish, though you will need a different meter. Professor Stephen Littlechild, director-general of Electricity Supply (Ofel), is acting fast to see that such meters are available at a reasonable price in time even for the smallest customer.

He will also ensure that electricity prices do not increase faster than the cost of production. At the moment he is saddled with the Department of Energy's arrangements, which will let the 12 area supply companies temporarily charge a bit above the retail price index (an average of 1.1 per cent) to allow for new investment, though London Electricity must not go above the RPI. When Professor Littlechild reviews national grid pricing in three years' time, and that of the electricity companies in four years and of the distributors in five years, it is highly probable that all customers will be charged increases no higher than inflation and in most cases somewhat lower.

I have talked to this tough gentleman several times. Right from the start he will impose guaranteed standards of service, including penalties for failure to keep appointments or restore supply at promised times. This is analogous to Ofel, run by Sir Bryan Carsberg, which now makes BT repair faults within two days and provide new services on the date promised, with a penalty of £5 or more per day for delays. On average, prices for all telephone users are 20 per cent down, after allowing for inflation, since the privatisation of 1984, though through factors too lengthy to explain here, domestic users are paying only about 10 per cent less. Ofel has also ensured that 95 per cent of call boxes are working, against 70 per cent or fewer two and a half years ago.

Offer will benefit from the path set by Ofel. Professor Littlechild particularly wants a more sensitive approach to people who do not pay their bills on time — often suffering acute hardship as a result — and will act to get it. "I expect a significant and continuing decline in the number of disconnections," he says. Companies will have to make long-term arrangements for payment of past debts and, where necessary, for easier collection of future payments. Theft from co-ops meters can be avoided by installing card or token meters.

Many thought that privatisation of so gargantuan an affair as electricity could not provide genuine price competition or choice and care for the consumer. Emphatically, the critics will be proved wrong, and the public purse, shareholders and customers will all benefit from removal of the dead hand of nationalisation.

...and moreover

## ALAN COREN

I am growing. Not vertically, laterally. And growing, not swelling: this is not about weight, it is about length. Although I thought it was about weight at first, I thought I had fat feet. I looked at them for a time, and since I couldn't be sure whether or not they had grown faster, I tried lifting them up to see if they had grown heavier.

It was impossible to tell. Standing on one foot and dangling the other in case it seems heavier than the last time you did it is a sensible diagnostic course only if you can remember how heavy it was the last time. I do not keep a record of such things. I do keep a record of other things, however, which we shall come to in a bit, but we have to go to Russell & Bromley first, because this harrowing narrative requires me to retrace my steps exactly, especially as those steps were larger on the way back from Russell & Bromley than they were on the way there.

For a couple of weeks prior to the inspection and the weighing, I had been uncomfortable in my shoes. I have four pairs, all pretty old. I do not like buying new shoes: there is the bit where you walk up and down the window outside gazing at the gleaming ranks of these somewhat comic things and vainly attempting to imagine them poking out of the ends of your trousers, there is the bit where you enter and engage in the unsettling intimacy of being unshod by someone you have never met, there is the bit where the shoes come out of their boxes and you limp up and down in one of them, very carefully so as not to crack it and therefore totally unnecessarily for assessing its comfort, and there is the bit where you go out of the shop carrying the only pair of shoes you hated when you first saw them in the window.

Since all these bits precede the bit where you get them home and try walking about in them the way you normally walk about, only to discover that they seem to be made of teak, you will understand why I hang on to the old ones.

But since all eight had been pinched for a fortnight, and since the foot inspection had

thrown up nothing pedally untoward, I concluded that for some reason they had all been blighted by shrinkage, and I hobbled off to Russell & Bromley, albeit with a sinking foot. "Eight-and-a-half," I told Russell, or perhaps Bromley.

A lot of boxes got emptied. A lot of limping got limped. Nothing fitted. It was then that a new bit was added to the other bits, which was the bit where Russell brought a lot of nines out. All the nines fitted. Russell and I agreed that it was a funny old world, and I bought the pair I hated when I saw them in the window, and came home again.

Which was when I remembered that many years ago I had had a pair of brogues made for me by John Lobb, who gave me a sort of blueprint of my foot so that further shoes might be built for me, wherever I was in the world, simply by bunting the blueprint in the post. I dug this out, and discovered that in 1970, my foot was 10½ in long. I took my sock off and my ruler up. My foot was now 10½ in long.

A quarter of an inch may not be much after 20 years, but the evidence was that this quarter of an inch had grown in the last fortnight. Do you remember *The Incredible Shrinking Man*? Bloke jumps into an atomic mist of some kind, next thing he knows his trousers have gone baggy and in a short time — literally — after that, he is up to his neck in the shagpile and fending off his cat with a hatpin.

Though I am not a household word where nuclear physicists foregather, it strikes me there might well be a connection here. I might, a couple of weeks back, have stepped into something atomic. My feet could be growing at an extrapolated six inches per annum. In a couple of years' time I shall look like Grock. If a cat doesn't get me it will be impossible to run away from something feral and I live out my biblical allotment, my dead feet will be 10 ft long. Even allowing for a 6 ft grave, I shall, project 4 ft above the cemetery sod. In order not to appear ridiculous, I shall require a tall hollow tombstone with my feet inside it. If I live to 90, I shall need a cenotaph.

And as for my shushop bills, they don't bear thinking about.

With business tight, Sarah Mower sees today's zany fashions as designer self-indulgence

# Catwalk figures that don't add up

To judge from the volume of breathless coverage of fashion shows during the past three weeks, one would think we must be in the midst of a worldwide boom in designer clothing sales. But the truth is that the fashion industry is facing its toughest time since the early 1970s. Its extravagant devil-may-care bravado is just an attempt to keep up appearances.

Photographs from Thierry Mugler's show (all bondage, breasts and PVC, plus Diana Ross apparently wearing only beaded pasties and codpiece) reached a nadir of decadence. His clothes may be eye-catching, but as any woman in the street knows — and as everybody who attended his £250,000 show at the Palais de Tokyo last week admits — they have little to do with fashion.

As one industry insider puts it, "We all know that these shows go down on the advertising budget." Profits are not expected to come from the sales of the kind of clothes that make the news pages, but from the spin-off lines of scent, cosmetics and jeans, that every mature design house must own.

Yves St Laurent puts the struc-

ture of the business into startling perspective. Projected figures for clothing sales in 1990 stand at £80 million, while scents and cosmetics are expected to reach £240 million. In 1988, one YSL scent alone, Opium, accounted for 32.4 per cent of cosmetics sales. In a spending squeeze, it is reckoned that a woman will treat herself to the luxury of a glamorously branded lipstick or eye-shadow, even if the £1,000 jacket is out of the question.

A complex circle of co-operation between designers, their backers and the fashion press exists to promote designers' most extreme work in order to establish house names. Modern marketing has proved that glamour rubs off on the more mundane and affordable articles sold under the same names, and that is where the money is made.

Aldo Pinto, owner of Krizia, one of Milan's biggest designer labels, is quite frank. The clientele for the most elaborate ready-to-wear clothing, he says, very small and shrinking all the time. "Two-thirds of our business is generated by our diffusion line Krizia Poi and Krizia Jeans. Clients are fed

up with paying the top-line prices. There is a limit."

Cut loose from the responsibility of presenting saleable clothes on the catwalk, many designers are now staging what is either a pure statement of their art or an orgy of self-indulgent fantasy, depending on how you look at it. Many women may be shocked to see what a designer thinks of her sex when no holds are barred. Yet when it comes to choosing between a Mugler extravaganza and a quiet, flamboyant suit that a female colleague might wear to work, the picture editor knows which image will look best on the page: the creation that the woman next to him would not dream of wearing.

So an illusion of a zany, out-of-touch fashion world filters through to the public. In Britain, dominated as we are by the struggling high street chains, the reports from Milan and Paris look even more absurd. Now, however, some designers are beginning to think better of the astronomical cost of the catwalk (it costs upwards of £50,000 to show in Paris) and of the expensive madness of inventing clothes no one will ever wear.

Jean-Paul Gaultier has cut his costs by showing his collection in a small Champs Elysée nightclub, rather than in a vast stadium. The Milanese designer Romeo Gigli has decided not to give a conventional catwalk show this season, saying that he dislikes being forced to make exaggerated clothes just for the show. In London, Rifat Ozbek has presented a video instead of a show for the past two seasons. And while the likes of Gaultier and Gigli are marshalling their resources, Vivienne Westwood, the new British designer of the year, has simply said she soon will not be able to afford to show.

Increasingly, survival in the fashion business means owning a popular perfume and having an international network of licenses handled by expert marketing people. In the fierce competition between brands, the Paris houses — notably Yves St Laurent, Chanel and Dior — are set to be long-distance runners, even in a recession. So valuable is an established name that efforts are being made to revive the dustier labels with young designers — as at Lanvin

(with Claude Montana) and Balmain (with the British designer Alistair Blair) — in the hope of selling a few frocks and a great deal of scent.

Yet that Parisian *je ne sais quoi* is not enough to make fortunes out of a new designer and a new scent. Many point to Christian Lacroix as the designer whose vastly expensive launch and unbelievably elaborate clothes started the avalanche of fantasy that has submerged the catwalk since the mid-1980s. His first ready-to-wear line was shown in the same week as the Black Monday stock exchange crash, and it is still not a bestseller.

This Christmas, Parfums Christian Lacroix is preparing a major assault on the market in Britain, having discovered that even after all the acts of press coverage of his fashion shows, women still need to be told about Lacroix. There will be a big television campaign and 1.3 million scented strips in magazines. Even if you missed the press coverage, by Christmas you should certainly know how he smells. The author is a freelance fashion writer.

# Nations avid for capitalism, but where is the capital?

The revolutions of Eastern Europe are entering their most dangerous phase. Instead of consolidating power, the anti-totalitarian coalitions are splintering and fighting for influence. The rush to the market, the creation of capitalism without capital and of parliamentary democracy without a middle class is opening the way to forces darker than the present bickering political elites.

Increasingly, the East resembles William Golding's desert island in *Lord of the Flies*: the collapse of order and the great struggle between Ralph the parliamentarian and Jack the populist. The temptation to call for a strong man is nudging the political debate, as unemployment grows and recession deepens, so the new democracies look nervously for historical parallels, for escape routes, and find themselves in an era-like the 1930s of fragile democracies, bubbling nationalism and seemingly strong leaders.

After the 1989 displacement of communist governments, the second stage of the revolution, as almost everybody agrees, must be privatisation. Poland led the way with its big bang in January; Hungary has privatised large swathes of its service industries and is trying to find ways to bring the market to heavy industry; Czechoslovakia is committed to a market economy but wants to phase it in, gradually. Even the Soviet Union, or at least Russia, has the Shatalin plan, which is supposed to privatise 46,000 industrial enterprises and 76,000 trading firms in 500 days.

Eastern Europe is up for sale. The problem is, who will buy? Private entrepreneurs have been squashed or forced underground. During the decades of communist rule, the entrepreneurial culture survived only in the black market.

In the late 1960s and 1970s, communist leaderships began to realise that the centrally planned economies, having served their primary function of reconstruction, could satisfy no more than a small fraction of consumer demand. Light industry had been neglected. Workers demanded more and more, but rather than submit to Dubcek-style beresias, the leaderships simply raised salaries. There was, however, nothing to buy with the money.

And so the communists came to tolerate a ballooning black market. The move was intended to sustain



Welder at the Lenin shipyard, Gdansk: in the van of Solidarity protest, now seeking a buyer



After years in which the private sector was confined to the black market, Roger Boyes reports on the difficulty of persuading East Europeans to invest in their future

the system, but succeeded merely in destroying it. There was no more damaging blow to Marxism-Leninism than the creation of hard-currency stores accepting only dollars for rare foodstuffs. Workers felt more prosperous, traded their salaries for dollars and became consumers; but they also lost their faith.

The black market expanded to cover all shortages of everyday life, from birth to death, from the bribing of gynaecologists to the operation of illegal undertakers. The market revolutionaries of 1990 believe these black markets can be whitewashed and that the huge quantities of domestic capital, tucked away in the second economy can be used to revitalise the legitimate economy.

Officially declared domestic capital does not add up to much. Although about £20 billion is thought to be in private circula-

tion in Poland, there is only £2 billion in private, hard-currency bank accounts, shared among 3.2 million account holders. Privatisation can succeed only if ordinary people can be persuaded to risk their money, whether legitimately held or secretly stashed away. Mrs Thatcher was impressed by the Budapest stock exchange and a bourse will soon be opened in Warsaw (in the old Communist party headquarters). Yet there are few players on these infant financial markets except a handful of large institutions. Privatisation is being grafted onto a risk society, and there is a real danger that the plans will go awry.

Hungary wants private enterprise to account for more than 50 per cent of the economy in three years, compared to less than 20 per cent now. Its first step will be to privatise restaurants, hotels and the trading sector. As the Poles

have shown, this is the least painful move; privately owned restaurants and cafes have been springing up throughout Warsaw and are well-frequented, despite high prices. But Hungary's attempts to privatise its steel industry, and Polish attempts to offer the Gdansk shipyards for sale, have demonstrated some of the limitations facing the post-communist states, with their heavy, outdated industry.

There is no substantial alternative to reconstructing domestic capitalism. Shoring foreign investors has its own pitfalls. Despite meaty credit guarantees for the new democracies, money is only trickling in; many Western investors are waiting for a political stability that may never come. The favourite vehicle for foreign investment is the joint venture.

Many of the local partners are former communists who ran

companies before the changeover of power, and who want to convert their influence into wealth. Civic Forum, in the Hodonin district of Czechoslovakia, recently sent a list of senior managers to the prime minister demanding a purge. Of 205, 130 were Communist party members.

Workers in particular are furious about the way the economy is being taken over by a politically discredited group. But communists make up Eastern Europe's management class, for non-communists were never made directors, accountants or personnel managers in any state industry. They understand the mechanisms of management and so are able to make swift deals with Western investors.

Politically, it is difficult to accept this situation, and Lech Walesa says that if he becomes president of Poland he will weed out the new communist capitalists. Economically, it is a formula for a sclerotic economy. In some factories, workers are accepting their former bosses providing they do not fire anybody.

A new managing class — hard-nosed entrepreneurs, a resurrected property-owning bourgeoisie — is the only way forward for Eastern Europe. But this is the work of decades, and the post-communist governments have only months to effect the change, and so the democratic order is doomed to political instability. Those East European states that are hesitating about privatisation are most in danger of losing the revolution.

Addressing the Polish parliament recently, Professor Milton Friedman, the free-market economist, stressed the importance of speedy change. "Every new government should know what it intends to do, and actually do it within six to 12 months. Mrs Thatcher's greatest achievement was in the first week of her premiership — abolishing exchange controls."

The message was quickly absorbed by the Poles. And indeed by Professor Friedman, when a 17-year-old illegal trader tried to sell him jeans in the street. He glowed approvingly: here were the seeds of the new capitalism.

Roger Boyes's book, *The Hard Road to the Market*, will be published by Secker & Warburg next Monday. This article is the first of a series.

## Just hot air from somewhere

Chris Patten's announcement at the Tory conference that he invited to open the second world conference on climate change in Geneva next month was greeted by rapturous applause. But it emerged yesterday that no such invitation was ever issued, and Downing Street has confessed that the prime minister will be "addressing" the meeting of ministers on its penultimate day.

This is clearly somewhat different from what Patten said. So is the prime minister opening it or not? "She is addressing the opening ministerial session," says a Downing Street spokesman. Yes, but at the risk of getting boring, is she opening it? "She will be present along with others at the opening," was the terse reply.

The World Meteorological Organisation in Geneva, which is organising the eight-day conference, was mystified. A spokeswoman said: "I don't know where Mr Patten got his information from. It did not come from us. Mrs Thatcher never had an invitation to open it. We were asked for the utmost secrecy for security reasons. I cannot understand how this came out in Britain, and from an official government source."

Patten's officials could not clear up the mystery either. "You must ask Downing Street about anything to do with the prime minister," said one. A Department of Environment mole, however, has an explanation. The first joint meeting of EC energy and environment ministers

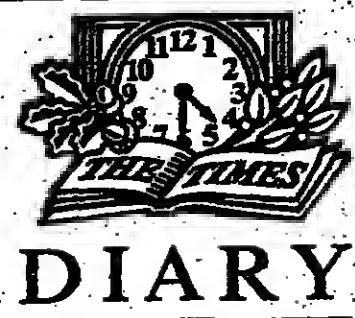
takes place in Luxembourg next Monday, the day before the Geneva conference begins. It is expected to call for EC action on greenhouse gases by the year 2000, but Britain is likely to be the odd man out, insisting on a 15-year timetable. "We may be totally isolated in Europe on the very subject that will dominate much of the climate conference. That may explain why the government is keen to talk up its role at Geneva."

Tory Central Office, however, is still confused. "The World Climate Change Conference? Oh yes, the prime minister is opening it," said a spokesman with some obvious pride yesterday. Definitely? "Yes, definitely."

## Right royal row

Are official royal biographies little more than cover-ups? The dandy of the trade, Philip Ziegler, is accused by fellow royal historian Michael Thornton of omitting from his biography of Edward VIII facts that would embarrass the Royal Family. "Ziegler is a court historian if ever there was one," says Thornton, in an article to be published in November's *Royalty Monthly*. "We can't continue to have a system of official royal biographies by people like Mr Ziegler, a former diplomat and establishment figure."

Thornton lists what he claims are glaring omissions in Ziegler's book, including the Duke of Windsor's alleged description of the Queen Mother as "that common little woman". Ziegler, unflustered, says: "I think Mr Thornton feels I haven't used enough material out of his



## DIARY

book. He criticises me for not going enough into the relationship between the Duchess of Windsor and the Queen Mother, but that was not my subject. I do quote several telling remarks, and to quote more would have been to get it out of proportion."

Thornton believes access to the royal archives should be made available to all bona fide historians. "The royal archives are not just private repositories of the Queen's family, they are a fundamental part of the country's history," he says. Ziegler defends the current practice. Official biographies make sense, he says, because otherwise chaos would ensue as historians fought over papers. As opposed to fighting over the quality of their books.

## Nothing to lose

After Neil Kinnock's Labour party with its pink roses and bank manager image, the Socialist International, representing the oppressed in 92 nations around the world, has gone unmarketed. Last week it chose the New York Waldorf-Astoria, patronised by some of the world's

richest people, for its bi-annual conference. Shocked by this ostentatious show, the British delegation, including Labour frontbencher Clare Short, made do with standard £200-a-night bedrooms, but their colleagues from Italy, Spain and France luxuriated in \$700 suites.

The massed ranks of world socialism left a poor impression: Bruce Wilef Watkins, a hotel spokesman, says: "They want to organise the world, but they can't organise a hotel booking. There were so many last-minute changes I had to spend two full days

sorting them out." Watkins also had to arbitrate in a row over members of the Saudi royal family, who were occupying all the best rooms. Some of the SI delegates, it seems, felt that accommodation good enough for royalty was good enough for socialism.

Clare Short says: "I didn't even know the Saudis were in the hotel. They were not wearing their

crowns." Conceding that the choice of hotel was unfortunate, she says: "It wasn't worth the money. The conference facilities were awful, the translations were all wrong and the microphones didn't work. It was embarrassing for socialists to be there, but it was even more symbolic of the decline in American standards."

## Shop window

David Mellor has commissioned his first work of art since becoming art minister three months ago by asking 26-year-old Maria Marshall to produce a sculpture for his office — and it will not cost him a penny. "He is repaying me in kind," she says, "by opening an exhibition of mine next month."

Marshall also hopes that having her work on display in Mellor's office will drum up business among the great and the good who come to see him. She has not decided on her subject, "only that it will be very large and sculpted in steel."

Mellor's interest was aroused when he unveiled her last work, a 15ft Egyptian goddess, on display opposite Harrods. Marshall was too self-effacing to invite him up to see her etchings. But, she says, "he is visiting me in my studio to discuss the commission."

The shock of Britain's entry into the exchange rate mechanism, which many believe Mrs Thatcher did not really want, seems to have taken its toll of her official residence. The day the announcement was made the ornate lion's head door knocker at 10 Downing Street fell off. Two weeks later it has still not been replaced.





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## GOVERNING AMERICA

Beholding the chaos in Washington over the federal budget, longstanding foreign admirers of the world's greatest constitutional democracy are asking whether America has become ungovernable. The separation of powers between the executive and legislative branches of government, regarded by the founding fathers as the keystone of the constitutional arch, suddenly seems problematic.

The international concern is understandable, not only because of America's undiminished role as the ultimate guardian of global security, but because of the inspiration the world has drawn from its constitution. From an American standpoint, the attitudes of foreigners are also unusually important. For one consequence of the unprecedented financial mess in which the country now finds itself is that foreign capital will be required to shore up the American government and private sector for years to come. If the official statistics on America's foreign debt of \$1,000 billion are taken at face value, the country's apparent vulnerability to the financial whims of foreigners is now as great as in the late 19th century. Then, the populist xenophobia of William Jennings Bryan's Cross of Gold speeches came close to turning America against not only British capitalism but the capitalist system as a whole.

The adaptability of the American constitution to the modern world is a legitimate subject for debate not only among Americans, but also among the country's friends abroad. However, the constitutional significance of the current budget crisis is being exaggerated abroad.

The inability of the White House to force its budgetary priorities through Congress does not, taken by itself, justify an indictment of America's way of doing things. The evidence that the separation of powers has become dangerously counter-productive is by no means conclusive. And nothing in the experience of other great democracies suggests that American-style checks and balances lead to a less successful economic performance than temporary elective dictatorships on the British model.

For 200 years, the President and Congress have relied on horse-trading to reach agreement on economics and all other matters of policy. Until 1974, indeed, they did this without even having a formal legislative budget. What has condemned America to fiscal stalemate in the 1980s has not been the separation of powers but a change in ideology at the beginning of the decade. That has now been followed by a breakdown in the ideological consensus.

Through most of the 1980s, the inability of the US government to curb its burgeoning budget deficits was attributable to conscious

political choices. President Reagan did not believe that budget deficits were very important, certainly not as important as tax cuts and military spending. Indeed, he came to believe that huge budget deficits had positive political virtues, as David Stockman, his first budget director, confirmed a few years ago. They could be held like a sword of Damocles over Congress to prevent it spending money on welfare and other non-military programmes. "Cutting government off at the pockets" was Mr Reagan's engaging phrase for his fiscal approach.

Given the President's insouciance and the widespread popularity of his low-tax policies, it was hardly surprising that Congress went along with fiscal profligacy, especially since the deficits seemed to be doing the economy no obvious harm. It was not until the late 1980s that the first portents of an ultimate day of reckoning began to appear. But even after the stockmarket crash and the collapse of the dollar in 1987, the world's financial markets were ready to take an indulgent view of US fiscal policy. At the end of 1987, a manifestly phoney plan to balance budgets by the early 1990s proved unexpectedly successful in restoring financial confidence and pulling Japanese money back into American markets. As a result, the reckoning was successfully postponed until 1990. But then a new and even bigger political development intervened.

After 20 years of growing scepticism about the social role of government and eight years of overt anti-capitalism under President Reagan, the American people began to shift their ideological ground. As a result, the Democrats have been able to turn the present debate about budget targets into a far more fundamental contest between the ideology of Reaganomics and the Democratic party's more redistributive fiscal ideals. After 20 years of steady ideological retreat, nobody was more surprised than the Democratic leadership by the positive public response to their demands for more progressive taxation. Having recognised their advantage, the Democrats have naturally tried to press it home, even at the cost of holding the federal budget process up to ransom.

From an economic standpoint the Democrats' position may be unwise. Politically, their stubbornness may rebound against them if the budget impasse continues for much longer and precipitates a recession. However, the Democrats can hardly be blamed if they choose to fight the forthcoming Congressional election on a single issue: President Bush's vehement opposition to a surtax on incomes above \$1 million. This may be a peculiarly messy form of democratic politics, but it does not amount to a constitutional crisis.

## THE ROYAL TORTOISE

Complaining about the Post Office is a national sport. One hundred and fifty years after the Penny Black, the feeling is widespread that the Royal Mail is yet another declining British institution. Yesterday's figures on the quality of service provided by the Royal Mail reflect, however, a belated effort to respond to customer dissatisfaction.

For much of the last decade, the Post Office bumped complacently along. Two years ago, more than a quarter of first-class letters failed to arrive the following day. The prospects for change did not look hopeful, since over the previous decade the Post Office had failed to improve this performance by a single percentage point. But in 1989, under a new drive for improved service, next-day first-class letter deliveries rose by 4 per cent, exceeding the target agreed with the Post Office Users' National Council. The figures announced yesterday for the first six months of this year are better still. Almost 85 per cent of first-class letters are now delivered the following day—a 13 per cent improvement.

Given the scale of the Royal Mail's business (6.5 billion first-class letters last year), this may look impressive, but it still means that 980 million first-class letters a year do not arrive the next day. Their senders are paying the same price as those whose letters do arrive the following day. For a service offering no price rebates to its customers, this is unacceptable.

On other fronts the Post Office has done well. Central queuing has speeded up service at most post offices, though the standards reached by other shops or banks are rarely attained and the captive customers who have to collect their pensions or benefits there still have cause for complaint. The partial switch from rail to road transport is improving efficiency. Sunday collections are back, albeit only at selected pillar boxes.

Competition in every area of its operations

has forced the Post Office's hand. Letters compete with fax machines as well as more and better telephones. Parcels and local letters compete with motorcycle couriers and other carriers. Faced with a wider range of alternatives, whose popularity owes much to its own unreliability, the Post Office had little choice but to improve.

The Royal Mail is a less appropriate candidate for privatisation than other nationalised industries. Postal services on the margin and other community-based aspects of its work, which such a high proportion of its advertising now emphasises, are valuable. If the Post Office were responsible to shareholders with a natural interest in maximising profits, it would be constantly tempted to run them down. But the commercial environment in which the organisation must operate means that its pursuit of the beneficial aspects of a commercial approach should go much further. For example, the Royal Mail could exert more leverage on British Rail—just as the large supermarket chains do with their food suppliers—to obtain services reflecting the value of its custom.

Above all, the Post Office needs to emerge from its union-dominated culture. Some progress has been made. Sunday collections were reintroduced in the teeth of union opposition. More flexible pay scales were brought in for young people in London last year, if only after an ugly dispute.

Even so, the Post Office is now probably alone among the nationalised industries in allowing its unions to hold sway over its customers. Every year the management asks itself with Christmas coming, can the threat of a postal strike be far behind? The latest Post Office figures, though a significant improvement, are still only an interim communiqué from a battle not yet fully joined.

## IN PRAISE OF PIRACY

A fishy smell wafted over the Thames yesterday. It was quite the wrong scent. In a rotten publicity stunt, Yves Saint Laurent Parfums had hired a model to tip gallons of counterfeit Opium scent into a rubbishy barge to highlight the great distress the company feels at being undercut by fakers.

"We take this problem of counterfeiting extremely seriously," said Yann Kerlau, the company's chief legal adviser, at the "destruction ceremony." "We often find that counterfeiters are sold at a price very close to that of the real thing. Our customers buy the counterfeiters, believing they have a bargain, only to find it is a very inferior product."

Where has he been? Does anybody, buying a bottle of "Yves Saint Laurent" scent from a market stall, believe anything other than that they have bought a cleverly packaged fake? People who buy counterfeit Lacoste T-shirts in Bangkok are not foolish enough to think they are buying the real Lacoste; they are clever enough to realise that the difference in quality between one sports shirt and another cannot be large enough to justify the exorbitant prices that Lacoste charges.

Those who buy fakes are usually acting as arbitrageurs. They do not believe that the

cachet of a brand name is worth the expense. They are not prepared to pay over £40 for a simple cotton tennis shirt just because it has a crocodile appliquéd over the left nipple, or indeed £600 for a run-of-the-mill watch that has the Cartier trademark on its face. They know perfectly well that the £2 fake shirt or the £15 fake watch may only last for a couple of years, but calculate that the counterfeit is still better value than the genuine article.

Of course the companies resent people buying counterfeits. They would, wouldn't they? As Sarah Mower explains opposite, scent is far more profitable for Yves Saint Laurent than clothes. The heart of their case is that the more fakes are bought, the more damage is done to the cachet of the real thing, the price of which is deliberately kept high so that possession of the object is limited to rich people. The brand name loses its exclusivity if the copies are widely bought.

This just proves how fake is the market for the genuine article. If the goods were of vastly higher quality, they would deserve their vastly higher price. Instead, there is often a gap between the quality and the price. Snobbery bridges the gap for some; counterfeiters exploit the gap for the rest. Long may they flourish.

## Press 'hounding' after Guinness trial

From Mrs Gerald Ronson

Sir, May I appeal through your columns to those organs of the press which seem intent on hounding my husband, Gerald Ronson, with such unfairness and inhumanity?

Statements are being consistently published that he was "rushed" unusually from Brixton Prison to Ford. He was in Brixton for what I understand is the normal period before "transfer", having regard to the nature of the offence for which he was convicted and that he was a first offender.

It has then been said that he was accorded special privileged treatment on arrival at Ford. In fact he was given some of the most menial tasks such as washing dishes and cleaning tables which he carried out without question for seven days a week. At least one national newspaper (contrary, I understand, to prison regulations) procured photographs of my husband performing these tasks and saw fit to publish them.

The press have repeatedly referred to his smoking cigars. He has not smoked at all since he has been in prison. At no time, in spite of newspaper reports to the contrary, has he been granted privileges not normally given to other prisoners.

The latest incident in this unjust campaign carried on by some organs of the press occurred last week. My husband suffers from bronchiectasis and has to have periodical medical examinations and tests. On the recommendation of the prison medical officer he was allowed to visit a doctor in London who has been treating him for this condition.

The tests finished at 12.30 pm and it was decided to recall him and reassess the medical position at 2.30 pm. This visit to the doctor

was somehow leaked to the press and there was a mass of press photographers and press men outside the doctor's premises. Some of them actually entered the doctor's premises and had to be asked to leave.

These facts were reported to my husband's solicitor who communicated with the prison authorities and permission was obtained for my husband to go to his home for lunch during this interim period. He did so.

Three of our daughters were with me and his mother, brother and three very close personal friends (one of whom drove him back to Ford Prison that afternoon) came to my home to see him. They have been described in the press as "business associates". I prepared steak for lunch which took place in our home. The rain was pouring down outside. This meal has been described in the press (who were again present in full force outside the house) as a "barbecue party".

The trial judge, when sentencing my husband, referred to his business life as being "exemplary", but for his involvement in the Guinness affair. He also paid tribute to my husband's contribution to the community at large and said it would be deprived of that contribution during his prison sentence.

It is too much now to ask the press to allow my husband and his immediate family some peace and privacy whilst we try to live through this very sad time with as much dignity as we can, and that, if reporting is for some reason necessary in the public interest, that it be done truthfully?

Yours sincerely,  
GAIL RONSON,  
Heron House,  
Marlebone Road, NW1.  
October 22.

## Political posturing in South Africa

From Sir Peter Fawcus

Sir, The letter from SATIS (October 11) and responses (October 15) suggest that South Africa is back with the familiar progression of violence, followed by repression, followed by increased suspicion between black leaders and the white government. To break out of the cycle, there needs to be a rapid political settlement and a new constitutional dispensation, the first of which will depend on the achievement of the second.

Success in the forthcoming negotiations on the constitution will depend above all on agreement being reached between the leaders of the National Party and the ANC, who are the main occupants of the centre ground in the political spectrum. Unfortunately the leaders of these groups are indulging in political posturing which gives no hint of a possible compromise.

Whatever either group may profess about the nature of true democracy, the reality is that when the talks finally begin the whites will want to retain as much political power as possible while the blacks, not unnaturally, will wish to seize as much of it as they can into their own hands. The prospect of early agreement on a new permanent constitution would seem to be remote.

I suggest the National Party and ANC leaders should accept the need to leave for the future, perhaps only in ten years' time, the ultimate form of the new constitution and concentrate instead on attempting to achieve early agreement on a transitional constitution.

Political power depends on representation in Parliament and in neighbouring Botswana, where 30 years ago there was a microcosm of South Africa today, a way was found, possibly the only way that was demonstrably fair, for the

two main racial groups to share power in Parliament in equal numbers. Confidence was created as each group had an assurance that they would not be dominated by the other.

For precise numbers to be determined in advance through an electoral process, there had to be a communal franchise and it was in that way that a successful transitional constitution was achieved in Botswana in 1961 leading to one person, one vote in a unitary state in 1965.

The Coloured and Indian racial groups in South Africa would constitute a complication that did not exist in Botswana. It would need to be overcome by negotiation. The possible difficulty caused by the balance of power being held by the two similar groups might be surmounted by providing for whites to hold 50 per cent of the seats for an initial period of, say, five years, with blacks and other groups the remaining 50 per cent, followed by blacks 50 per cent, with whites and other groups 50 per cent for a further five-year period.

After that, if experience during the life of the transitional constitution had given confidence to the blacks, power-sharing might be institutionalised in a new permanent constitution.

Alternatively if black-led parties had given confidence to the whites that their property rights and economic interests would be safeguarded in view of their unique potential for job creation, the whites might be content to move to one person, one vote and simple majoritarianism in the unitary state, as in so many other African countries.

Yours faithfully,  
R. P. FAWCUS,  
Dochart House, Killin, Perthshire,  
October 19.

## Signs and portents

From Mrs Liz Scott Gibson

Sir, Matthew Parris, in his recent Labour conference sketch ("Seeking for signs of a good speech", October 3), has obviously not yet developed sufficient skills in sign language comprehension to realise that facial expressions and other non-verbal features are an integral grammatical component of the very rich and complex language which is BSL (British Sign Language).

The highly-skilled interpreters who work at party political conferences are not, as he says, "happiest when doing the signs for concrete nouns". They are well able to convey the abstractions Mr Parris referred to in Neil Kinnock's speech and also to convey the tone of voice in which they are said.

In BSL the use of space, eyes, face, hands and body to produce language means that many ideas can be produced simultaneously, unlike the bulkiness of English, which must be produced in a consecutive, linear fashion.

I should be delighted to offer Matthew Parris a crash course in BSL so that the next time his eyes wander to the "sign language ladies" he is more able accurately to understand their message.

Yours faithfully,  
LIZ SCOTT GIBSON  
(Director of Sign Language Services),  
British Deaf Association,  
38 Victoria Place,  
Carlisle, Cumbria.  
October 18.

## Price of books

From Mr Ewald Junge

Sir, The Chairman of W. H. Smith (October 17) is perhaps the last person in England who should pontificate about the net book agreement and its effect on choice of titles and/or price of books. I once asked for a title by Jane Austen in one of his branches and was asked in turn "Is she in the top 20?"

Book clubs do very good business by way of circumventing the NBA and when it suits them. Not so very long ago, W. H. Smith bought our Price Records. The record industry today is very different from that which I entered as a retailer in 1958, and very much the better for having abolished fixed-price agreements. Some 500 small companies manage to compete with the 50 or so "big boys" that ruled the roost 30 years ago or so. And prices, by and large, went down rather than up.

Yours truly,  
EWALD JUNGE,  
454 The White House,  
Regent's Park, NW1,  
October 17.

From Mr J. R. Gisborne  
Sir, It is bold indeed to state in your leader (October 15) that without NBA books would be cheaper. Some books would be. But students and specialist interest book buyers would undoubtedly find that bookshops would mark up their books to offset the discount they would be

## Paying for road use

From Mr Leo Sharp

Sir, I read with interest, and some surprise, your editorial, "Logic railroaded" (October 9). There is, I think, unintended irony in this. In comparing the funding of rail and road you say "People pay cash to use the railways... Users cannot pay for Britain's roads". In fact users can, and do, pay heavily for the use of the roads.

My wife and I each own a modern, fuel-efficient car. Before we leave our front gate, the Exchequer requires us to pay £200 each year. At a conservative estimate, tax on the petrol we use (lead-free of course) amounts to another £750 per annum. Superimposed on the cost of routine servicing, and the replacement of essential items such as tyres, brake pads, exhaust systems, oil and

## Car deliveries

From Mr David Buck

Sir, The problems of the car transporters ("Struggling firm tells workers to take 25% pay cut", October 13) are not confined to Merseyside, the drivers, or the Transport and General Workers' Union. Car buyers are also involved.

I was recently charged £338.50 plus VAT for the delivery of a new car from Southampton to Middleton-on-Sea, Sussex, a journey of about 50 miles. The vehicle was one of several delivered to the same showroom. No wonder the transporter drivers earn up to £800 a week.

forced into offering off popular fiction and non-fiction.

The education world is already stretched in meeting today's book prices. Can it handle a significant rise and still provide enough business for bookshops to stock these titles?

It may well be true, as you state, that many Britons do not buy hardback, but in our shops there are also many who do, and who show no sign of wishing to stop.

Yours faithfully,  
J. R. GIBBORNE  
Austick Bookshops,  
44a Woodhouse Lane,  
Leeds, West Yorkshire.

From Mr C. D. Bantick  
Sir, As an Australian book buyer, over many years I have seen the results of the abolition of the NBA. The chief impact has been a steady shrinking of publishers' lists. This has meant books rapidly going out of print or being remaindered.

The second main result of the abolition of the NBA in Australia has been the demise of small, often family, independent bookshops. Books are marketed in Australia with the supermarket mentality. In my view this will certainly follow in this country if the NBA is abolished. It is still cheaper to ship books to Australia than to buy the same titles in Australia. Yours faithfully,  
CHRISTOPHER D. BANTICK,  
University College School,  
Frogna, Hampstead, NW3.

the circumstances for a particular customer to accept. It does not give the catch-all powers to be applied to all customers which London Electricity is seeking to impose.

London Electricity argue to us that this is necessary for the prudent management of their business. I protest that it is unnecessary, unreasonable and an abuse of monopoly power.

Yours faithfully,  
CHRISTOPHER BOURNE  
(Chairman, London Electricity Consumers' Committee),  
11 Belgrave Road, SW1,  
October 17.

## Electricity liability

From Mr Christopher Bourne

Sir, London Electricity plc writes (October 16) that the exclusion of liability for any economic loss arising from their own negligence as an electricity supplier is reasonable.

I beg to disagree. While the Electricity Act 1989 gives the power to restrict liability it does not give the power to exclude liability. Secondly, the Act lays down that the terms restricting any liability of the supplier for economic loss resulting from negligence should be reasonable in all

batteries we pay the ubiquitous VAT; another £100 or so to the Exchequer. So our annual contribution in taxation (above our actual running costs) is more than £1,000 each year.

Should we decide to replace our cars this year, we will of course have to pay VAT and car tax on our purchases, which will be more than £4,000 at current prices.

If we were to travel exclusively by rail, air, bus and taxi, we would not be paying any of these taxes. To claim as you do that users cannot (and hence by inference do not) pay for the roads, which therefore require public subsidy, is to ignore the contribution to public funds made each year by many millions of private motorists.

I am, Sir, yours truly,  
LEO SHARP,  
Little Stoke, 13 Brodrick Avenue,  
Alverstoke, Hampshire.

## By-election campaign

From Mrs Elizabeth Hickmet

Sir, As an Englishwoman married for almost 50 years to a Turk, and as the mother of Richard Hickmet, I am ashamed of the xenophobic nature of the Eastbourne by-election campaign which no subsequent apology can excuse.

Although the Liberal Democrats must be congratulated on a famous victory, I would like to express my deep regret for the insults which have been hurled at the Turks. I have received nothing but kindness and hospitality during many visits to Turkey.

Richard Hickmet has dozens of English relations as well as French and Greek. He is a European man, by birth, education and upbringing. The smear campaign which was mounted against him merely demonstrates the hypocrisy of those who prate about European integration but mean nothing.

I remain your obedient servant.  
ELIZABETH HICKMET,  
Southways, Lowfield Heath,  
Crawley, Sussex,  
October 20.

## Party broadcast

From Mr G. N. Burton

Sir, The group of distinguished former dissidents from Eastern Europe who appeared in last night's party political broadcast have been sadly misdirected. Their platform should have been Westminster Hall, not Bourne-mouth: their audience drawn from all parties, not one.

To use their courage and gratitude to Britain as lubricants of the Conservative Party machine is a slur on the democratic values they now seek, and makes us less worthy to be their exemplar.

Yours faithfully,  
GEOFFREY BURTON,  
Trelyn, North Wootton,  
Shepton Mallet, Somerset,  
October 18.

## Cross words

From Mr P. N. Poole-Wilson

Sir, Must you tell us (note to Crossword 18.421, October 10) that this or that crossword puzzle "was solved within 30 minutes by 13 of the 20 competitors at the 1990 national final of The Times Collins Dictionaries Crossword Championship"? One starts by assuming that it's twice as difficult as normal, and sure enough—by some extension of Parkinson's Law—it proceeds to take twice as long.

Why not give us the facts and figures the day after, when you print the solution?

Yours faithfully,  
P. N. POOLE-WILSON,  
Keio Plaza Hotel,  
Tokyo, Japan,  
October 11.

## Police manpower

From Police Sergeant R. A. Knowles

Sir, Your report (October 15) that police forces are to test more flexible ways of working and that a Home Office study suggests that abolition of the present shift system could double the number of police on inner-city streets.

As a member of a force which has a flexible shift system can I point out that the only way to double the number of officers on the streets is to double establishments? However, good day-time cover can be given by risking poor night cover.

If this is acceptable to the Home Office and the public so be it, but let us not hear complaints of lack of cover during the risk periods.

Yours sincerely,  
ROBERT A. KNOWLES  
(Sergeant, Surrey joint branch board, Police Federation of England and Wales),  
Police Headquarters,  
Mount Browne,  
Guildford,  
Surrey,  
October 17.

## Game-show piracy

From Mr Richard Taylor

Sir, Mr Hughie Green (October 12) perceives a double standard that does not exist; viz, that single characters, such as Frank N. Stein, are protected whereas entire game-show formats are denied legal protection. In fact, single characters are not directly protected by English law, although they may be indirectly protected, inter alia, through the protection accorded to artistic works, such as photographs and cartoons and through the tort of passing off.

Equally, game show devisers can protect any artistic (or other) copyright works which they create and can also claim protection under passing off. For example, the reputation of *Opportunity Knocks* in this country could be the basis of a passing-off action to prevent any "pirating" by a rival UK broadcaster. Passing off was of no avail in the New Zealand case because, presumably, there was no existing reputation or good will in the *Opportunity Knocks* name or format in New Zealand when the alleged "pirating" commenced.

Where, as the Privy Council held in that case, there is no copying of a recognised copyright work as opposed to a mere idea, the DTI is quite right to resist any pressure to distort the principles of copyright law by creating a special "game show copyright" which might turn out to be a bigger monster than Frank N. Stein himself.

Yours faithfully,  
RICHARD TAYLOR,  
Lancashire Polytechnic,  
School of Law,  
Preston, Lancashire,  
October 12.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number—(071) 782 5046.











# The dress is alive and well in Paris

In Paris this season there is an overwhelming sense that fashion is at a turning point. As the international ready-to-wear collections for 1991 move into their third week, only in Paris are a handful of the real trendsetters showing their strengths and shaping the future. Retailers, desperately seeking a way out of a recession, are struggling for some direction. Here they believe they have found it.

A sense of modernism has been discovered, in a curious alliance of exuberant, stretchy street styles and something more elegant, yet contemporary, to wear on top of them. At this point, making a graceful entrance, steps the liveliest fashion success of the season, the dress. And what a dress.

At Chanel, Karl Lagerfeld translates it into a tunic. In his own label collection it flutters across stretchy cycling leggings in a loose, asymmetric line, with pleats flying and a bias wrap flowing. Sometimes it is a coat dress and, at other times, merely a bias ruffle encircling the streamlined base underneath. In both collections he proves he has enough ideas to feed the entire fashion world for several seasons to come. The coat dress, the short pleated tent dress, the high-waisted dress that splits into a bolero and high-rise skirt, follow one after another and, if you don't know where to pin all your jewels, he suggests you dot them over your leggings.

At Claude Montana, the dress has a sculpted, close-fitting top with squared armholes and is chiselled into a curly tulip skirt, or swoops into a side-dipping bell.

In July, M. Montana won the Golden Symbol for his second couture collection for Lanvin, in which he established the modern pared-down rules for the future of

## Liz Smith discovers fashion pointers to the future on the catwalks of France

couture. At the weekend, in his own ready-to-wear collection, he took that purity of line one step further, crystallising it in a collection sculpted mainly in white. Short trench coats, flying loose at the back, followed sculpted white leather zippered jackets. Then on came dresses, moulded in firm rep, taffeta or silk satin, which are pure perfection.

At Lacroix, the dress is a cunningly cut bell of brocade on a scoop-necked top or a stretchy little mailor, barely more than a swimsuit whose few centimetres of fabric become the canvas for colourful stripes, embroidered roses and an inch or two of lace.

The dress at Comme des Garçons consists of one shadowy layer of chiffon on top of another, which is then slip covered in lace. Valentino has a side-draped, one-shouldered short dress or an American Indian fringed poncho caught in with a beaded belt.

Jean-Paul Gaultier's dress can be anything from a tutu to a flowered apron worn over another in sequins. M. Gaultier clothes Adam as well as Eve in a mix of rasta caps with pin striped suits, crinolined tulle and frilly nylon knickers. He has off-the-shoulder jogging suits and pin striped all-in-ones with *trompe-l'œil* waistcoats sewed into them, and folksy, flowered apron dresses.

Issey Miyake's programme showed his new folded and pleated dresses photographed flat, the way they are cut, sewn, and pressed. On the catwalk they came to life as

dinosaurs (in jagged folded squares) and monkeys (in shaggy, fringed, chevron-patterned linen). Kenzo celebrated his twentieth anniversary with a soirée in the Ecole des Beaux Arts, where he turned the catwalk into a Parisian street with pavement cafes, a motorbike, an ice-cream seller and even a nun and a curé. As well as his natty tailoring in powdery pastel gaberdine, Kenzo showed dresses, of course. His are sleeveless, or halter-necked, shirt-waisters with long, flared skirts.

Romeo Gigli hates fashion shows and it was good to see him in relaxed mood at his gallery shop in the Marais, with his collection of hand painted and metallic clothes inspired by tropical vegetation and jungle animals. The Gigli dress for 1991 is a gentle, high-waisted shift, sprouting leaves at the neckline.

Theatrical costumers from the Paris Opéra and the Lido moved into Thierry Mugler's workrooms weeks before his show to help create the extravaganzas that Diana Ross and her entourage of model superstars wore in his show. M. Mugler, who was a professional dancer at the age of 14, treats every fashion show as if it were a stage production. "Fashion must be bigger than life," he says. For all the trilling tassels, metal bras, vinyl rompersuits and boots, you always get a glimpse of the Mugler laser-sharp cut in his laced-up safari tunics and curvy suits and dresses.

At Dior yesterday, the dress was a smock to slip over tapered trousers. Today, Ungaro will show his loosened-up line for 1991, in which his customary tightly draped style is turned into a loose chemise. It remains for Yves Saint Laurent, in the traditional finale tomorrow, to wrap up the modernist look of the dress for 1991.



Shaping the future: a Valentino side-draped, fringed poncho and (right) Claude Montana's sculpted dress with tulip skirt



## THE FIRST EVER GROSVENOR CANADA MINK EVENT AT ZWIRN.



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Mr Denis Grosvenor, the President of Grosvenor Canada, will be in attendance each day between 11 a.m. and 5 p.m. during the first week of the inaugural promotion which starts on October 24 and ends, three weeks later, on November 14.

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## How much for an original copy?

The not-so-humble photocopier is moving out of the office and into the art gallery

HIGH on the list of contemporary urban folk takes comes the one about the secretary sacked for photocopying her bottom. A PA's poster on a piece of paper is no odder than the bizarre collection of fish, flies and horse saddles on display at the Original Copies exhibition at the Royal College of Art from Thursday.

The show is the fruit of two years of "test to destruction" experiments that began in January 1988, when a new laser copier arrived in the RCA's illustration department. The state-of-the-art machine was donated by Canon, which also provided discounts on materials and technical assistance.

Professor Dan Fern, the head of the illustration department in charge of the Canon project, says the copier "has been given a hit of a hammering". Heavy art papers have been coaxed through the machine's sensitive workings, its colour reading mechanism has been deliberately confused with bright lights, and draughtsmen have defaced its glass platen with Chinagraph pencil graffiti. "Things would go wrong sometimes," Simon Larbalestier, a research fellow, admits, "but most of the time we got away with it."

Far from being concerned by the strange life its equipment has been leading, Canon UK is so delighted with the results of the RCA project that it has agreed to extend the arrangement for two years.

Many of the technical experiments, including tonal readjustment, over-printing and manipulation of the four colour scans, have been pioneered by graphic artists and photographers. Now design consultancies and publishing houses are recognising the commercial possibilities of the equipment. Faber & Faber's recently reissued collection of Harold Pinter's work is decorated with laser copy illustrations by Andrzej Klimowski, and Minerva's Robert Coover titles feature work by Richard Caldwell, another research fellow on the

RCA project. The Folio Society's edition of H.G. Wells's short stories is complemented by intriguing monochrome images created by Jonathan Hitchen, who made use of the colour machine's superior ability to reproduce black-and-white contrast.

Professor Fern values the colour copier as "a very, very beautiful visualising tool". He tends not to create entire pieces on the machine, but to incorporate photocopy images into larger work, such as the London Underground poster he produced to advertise the Sir John Soanes Museum, or his covers for Decca's recording of Shostakovich's symphonies.

The laser copier's facility for reducing the size of artwork while retaining accurate colour reproduction is particularly valuable in the design of small images, such as postage stamps. Barry Robinson, the head of design at Royal Mail Stamps, persuaded his department that it needed a colour laser copier just over a year ago. "I don't know how we managed without it," he says.

The photocopier was invented in 1937 by Chester F. Carlson, an American physicist, 15 years later the commercial photocopier had become a reality. The colour photocopies developed at the beginning of the Eighties dramatically increased the possibilities for image-making. The next step is links with other equipment, including desktop publishing and still video — already a technical possibility.

Such sophisticated technology can make it very easy to reproduce, manipulate and distort existing photographs and artwork. This raises complicated legal and ethical problems about copyright. Who owns the image? Does the artist who makes the copy usurp the ownership rights of the artist who created the original? Professor Fern recognises the difficulties. "It's something we have to be very careful about," he says. "We have not had any complaints so far."

**CORRECTION:** The telephone number given for Hardy McCall, makers of children's furniture (Weekend Living, Saturday October 20), was incorrect. The correct number is 071-284 3182.

RCA in London are also appearing at the National Museum of Modern Art in Kyoto and at galleries in Tokyo and Nagawa. The debate over which country has the "real" work hanging on its wall has no possible conclusion: all the pieces are both originals and copies, and so can be displayed simultaneously in any

number of Original Copies exhibitions all over the world.

SUE MOORE

Original Copies is open from Thursday until November 7, 10am-6pm daily, at the Henry Moore Gallery in the Royal College of Art, Kensington Gate, London SW7 2EU (071-584 5020), admission free.

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PARIS



## ARTS

## Belfast buoyed

AFTER Birmingham, Liverpool and Glasgow, Belfast may be the next city to get the culture treatment. Leganside Corporation, set up to develop Belfast's riverside, has commissioned a report on a strategy for the arts in the urban redevelopment of the city's riverside. Arts Council official Rory Coonan has been commissioned to write the report, which will look into the feasibility of Belfast having its own concert hall to rival Glasgow's new £17 million one. Coonan will work on the report during a three-month sabbatical from the Arts Council.



Attenborough: Chaplin film

## Cue bowler

SIR Richard Attenborough, the Oscar-winning film director, is returning to Hollywood, hoping to secure backing for his next project, a biopic of silent screen star Charlie Chaplin. Sir Richard, who directed *Gandhi* and *Cry Freedom*, is hoping Universal Studios will back the project, although no actor has yet been signed to play the great slapstick comedian.

## Last chance

ONE of the undisputed operatic masterpieces of the 20th century, (some would say the masterpiece) — Berg's *Wozzeck* — has its final performance at the London Coliseum on Thursday (071-240 1066/1911) in David Pountney's new production, which effectively combines stark realism with nightmare fantasy. Donald Maxwell and Kristine Ciesinski are excellent as the haunted, oppressed couple, *Wozzeck* and *Marie*. Strong support comes from Alan Woodrow as the Captain, and Richard Angell as the Doctor, while Lionel Friend conducts an ENO orchestra at the peak of its form.

## ART

This year's crop of art school graduates is entering the commercial world, as Joseph Williams writes, more aware than ever of the need for self-promotion

Tormented and half-starved, struggling in a garret: the traditional image of artists is etched on the popular imagination. But a new and more positive image could hardly be more crucial to this summer's crop of art school graduates, now poised to take a dip into the cut-throat world of professional art.

Self-marketing is crucial to young artists today. Rare are those who have been plucked from the anonymity of their degree shows and propelled to stardom, as in the case of Ian Davenport (whose work is currently showing at the Waddington Galleries). For others, a hard slog lies ahead: pestering galleries, occasionally selling a work, and having little money to pay the rent. But as this year's MA degree shows close, astute graduates should be better prepared to face the uncertainties of the life they have chosen.

Goldsmiths' College of Art is particularly renowned for teaching students to market themselves. "The public has strange ideas about art college being some weird, Bohemian place," says Michael Stubbs, a graduate who works with oil-paint applied in rich whorls to canvas squares. "College actually brings us down to earth. We don't just sit there pulling our hair out for creative inspiration."

What does make them pull their hair out are the considerable over-drafts which force most of them to take other jobs to support their careers. With so many painters and sculptors now competing in the art market, becoming established quickly is seen by many graduates as a top priority. Gone are the days of dragging a portfolio from one gallery to another, with a half-hopeful expression on the face. Young artists today are expected to know their prices, and collectors see young talent as a shrewd investment.

Amy Eshoo, a sculptress, is a believer in self-organisation when leaving the cocoon of college. "We've learnt the hard way, having organised everything from sponsorship to fund-raising for our own show." When her prospective buyers might be the



Hopeful sculptress: Amy Eshoo, graduate of Goldsmiths' College, pictured with one of her untitled works

Metropolitan Museum in New York, the Arts Council, or a business entrepreneur, mistakes in marketing cannot be afforded.

With young artists so impecunious, selling any work at degree-show level is a particularly important filip. Degree shows are a little like bric-a-brac markets. Hands in pockets, students stand patiently by their stalls, smiling at poker-faced dealers who wander up and down looking for a potential bargain. Pressure to sell immediately is enormous. With the rapid success achieved by David Hockney in his time, and the near film-star status enjoyed by artists like the popular duo of Gilbert and George, young graduates want the same kind of recognition, fast.

Many enter the Enterprise Allowance scheme, whereby self-employed artists receive £40 a week for one year, giving them a foot up the ladder. But their overheads can be high: from hiring vans for transporting bulky sculpture, to framing pictures and purchasing the tools of their trade. Sadie Murdoch, a graduate of Chelsea College of Art, who paints with everyday substances like bleach and dye, also faces the everyday problem, common to so

many graduates, of finding an affordable studio.

Charities such as ACME help to place artists in London studios, for which normal rents may be £70 a week. But newcomers can easily sink into debt. For his final sculpture, student David Hemmings has exhibited installation work, an art form notoriously hard to sell. "I'm not in it just for money. Of course I'll need a part-time job to pay off my sizeable debts, but then I often have no energy left to sculpt." Art graduates teach, work in bars, decorate homes, anything to stop their painting careers drying up.

They also have to hone their marketing skills once more when they have to ask for sponsorship from companies for the materials they require. One Chelsea graduate, Nicola Petric, whose bizarre wall-piece sculpture at her degree show amusingly tackled the theme of decay by using rows of salami against marble veneer, managed to secure the patronage of a delicatessen.

Naturally, much kudos attaches to representation with a gallery. Dealers are increasingly willing to scout for gifted tyro artists. Graham Paton, director of the Paton Gallery, frankly admits the im-

portance of a strong personality in any newcomer he takes on. "We'd consider highly talented artists who have skill and technique, as well as the kind of personal image which gives a sense of authority."

But the frustration for art graduates who are struggling for originality is that having to meet the demands of the market may discourage them from being innovative. New artists should be constantly challenged in the kind of work they are expected to produce, and stretched to their utmost creative limits when they start their careers, not moulded to suit the whims of the market.

Furthermore, the values we place on new artists have become distorted by the fantastic prices that paintings now command on the market. When a masterpiece has a price tag on its head — and is in a sense no longer priceless — everything else rises in a sort of artistic inflation. That includes the young graduate art that is considered successful, which can fetch hundreds or even thousands of pounds.

An Yves Klein blue monochrome painting in 1960 sold in auction in June for almost

£800,000. That is dangerous, in a way. As evocative, simple and original a concept as it was in its day, it could now be slavishly copied by scores of art graduates, who then sell their statutory monochrome canvases in their own degree shows, at disproportionately inflated prices.

For many graduates, art for art's sake is (and maybe always was) a phrase without any real or useful meaning. Most of them go on to use their skills in commercial fields, for instance in advertising and design, and others leave the profession altogether, turning to anything from teaching to pop music. Postgraduates may apply for fellowships and teaching posts as a way of pursuing their interests.

One new fellowship was recently set up in collaboration between Sotheby's and Central St Martin's College of Art and Design. By allowing the artist space to exhibit his work, as well as time to teach his own principles to other students, the post offers MA graduates the chance to escape temporarily the relentless pressure of supply and demand. What graduates can never apply for, the tormented artist in the garret knows, is a muse.

## RADIO

## Snapless populism

CERTAIN remarks of mine made last August about the nature of Radio 1's audience continue to irk that network's most egregious disc jockey, who reportedly believes that this column is out of touch with the modern world.

All that this column can say in mitigation is that it knew within minutes the first of the years celebrated in yesterday morning's *Slimon Bates Golden Hour*, a programme which caters principally to the teen ducts of the middle-aged. The year in question (*Mott The Hoople*, *The Godfather*, flared jeans) was 1972.

Fleeing the dead hand of the past, this column decided to sample the cutting edge of Radio 1's fresh, up-to-the-minute approach to broadcasting. On Saturday evening the first of a new series of *The Mary Whitehouse Experience* took to the air. For the uninitiated, this is a self-proclaimedly outrageous comedy show recorded in the presence of a devoted live audience, and later edited before transmission. No doubt some actionable material does end up on the cutting-room floor, but most of the edits seem merely to cover up for the performers when they run out of ideas.

The programme strives rather desperately for topicality — party conferences, the Gulf crisis, Lester Piggott's return to the saddle — and its vehicle of choice is the spoof television news clip. Imaginary headlines read out during the chimes of ITN's *News at Ten*, for example, are interlarded with advertisements for telephone "sex-line" services. To find this funny, one would surely have to accept at face value the inherent seriousness of television news, not simply its sober tone.

*The Mary Whitehouse Experience* takes television very seriously, indeed, in its search for references and formats it scarcely strays from that medium, and its studio audience, who handsomely recreate the values of the average Balcanic disco, are evidently attuned to this instinct. They do not need to be told that *Stars in Their Eyes* is a tacky and rather pathetic talent show or that Bruce Forsyth could do with a new catch phrase. They have heard of *The Pet Shop Boys*.

My point is this: Europe's most successful radio frequency has no cultural existence outside the narrow band of self-referential populism that increasingly constitutes British life. Pop music, trash television, *Gazza*... all this seems to be vital; in fact it is moribund. It takes its best from America, so unthinkingly that, on occasion, it has to be reminded that this is so.

MARTIN CROPPER

## RECORDS: CLASSICAL

## Enthusiast at work

MOST of these recordings date from the 1970s, when Boulez was chief conductor of the BBC Symphony Orchestra and of the New York Philharmonic at the same time, spending spare moments in the studio to replay his repertoire for a multitude of CBS microphones. It is a pity that so many of the recordings he made in the previous decade remain collector's items, but still it is good to welcome back these old favourites.

The disc devoted to Boulez's own music has to take first place, since these are two works not otherwise available, and two works that, moreover, make a striking contrast. *Rituel* is adamantly ceremonial, a sequence of grand verses and refrains for choirs of instruments, whereas *Eclat/Multiples* is a subtle, spinning galaxy of transformations for a glimmering percussion ensemble at the centre of a growing orchestra of wind and strings. Both works reached their present form in the mid-1970s, and both were given their first performances by the BBC SO, who play *Rituel* and should have been allowed to play *Eclat/Multiples* too, since they have performed and recorded the piece with more rhythmic precision than it receives here. But never mind: this is a magical, worrying score, and it makes its effect.

Boulez in the 1970s was tending to distance himself from the French tradition and assert his roots rather in Wagner, Mahler and Berg, and yet the Ravel collection points up a quite special link. Here is the same mix of glamour and interpenetration, the same superb technique which can suddenly become dissatisfied with itself. Boulez can deal outrageously with Ravel, as in his absurdly fast speed for the opening movement of *Le tombeau de Couperin*, but he can also respond with what is, for him, a rare warmth of sympathy, as here in the recording of *Daphnis et Chloé*, one of the works he conducted most frequently in the 1970s.

The Schoenberg box, of smaller choral items roughly equally divided between tonal and serial, has less passion about it, but makes available a great deal of magnificent and surprising music not easily found elsewhere, including the delicious Chinese confection *Der Wunsch des Liebhabers* as

Boulez: *Rituel*, *Eclat/Multiples*. BBC SO, EIC/Boulez. Sony SK 345839.  
Ravel: *Orchestral works*. NYPO, Cleveland Orchestra/Boulez. Sony SM3K 45842 (three CDs).  
Schoenberg: *Choral works*. Boulez forces/Boulez. Sony S2K 44571 (two CDs).  
Berg: *Lulu Suite*, *Der Wein*, *Lyric Suite*. Blegen, Norman, NYPO/Boulez. Sony SMK 45838.  
Verdi: *Orchestral works*, etc. Soloists, NYPO, EIC/Boulez. Sony SK 45844.

well as the strenuous moral choruses of the 1920s and 1930s, folksong arrangements and canons. There is, moreover, abundant, strongly focused passion from the soloists, especially Günther Reich in *A Survivor from Warsaw* and John Shirley-Quirk in the unfinished *Modern Psalm*. Most of these recordings were made in the 1980s and have not been released before.

With the Berg and Verdis releases, we return to old favourites. This performance of the *Lulu Suite* has been overshadowed by Simon Rattle's, but the big Baudelaire aria, *Der Wein*, perhaps the most difficult of Berg's works to bring off, boasts the sumptuousness of Jessye Norman, and the orchestral transcriptions of three movements from the *Lyric Suite* are perfect. Boulez' material in their silvery chiaroscuro.

Certainly the Varèse record is without equal. The packed programme includes both of the big orchestral scores, *Americanes* and *Arcana*, as well as *Ionisation* for percussion orchestra, all played by the New York Philharmonic in crack form. Then there are smaller pieces — the octet *Octandre*, the flute solo *Densty 21.5*, the surrealist song-pair *Offrandes* and the wind-percussion classic *Intégrales* — performed by members of the Ensemble InterContemporain in a more laid-back, sensuous style. Almost all of Varèse is here: the noise and the delicacy, the exuberant identification with the modern, the urban, the scientific, the clamour for new sounds. Boulez the electronic researcher has proved himself very much Varèse's heir; here he pays the best possible tribute to his master.

PAUL GRIFFITHS

## THEATRE

## Putting other people's money where your mouth is

An introductory course in the dangerous sport of theatrical production, reported by Heather Neill

Independent success: *Return to the Forbidden Planet*, now at the Cambridge Theatre

Michael Redington is cautious, modest, with the decorous manner of a Victorian gentleman's gentleman. He is also a successful independent businessman of the theatre, the producer of *Jeffrey Bernard is Unwell*, and one of the speakers at a three-day workshop for would-be producers. He summed up the last suspenseful stages in raising capital to put on a play with: "You're on the edge. Your heart's in your mouth. It's the most terrifying thing."

Despite the heart-stopping gambles involved, over a hundred people applied for the course at London's Drury Lane Theatre, people interested enough to sacrifice a weekend and part with £300 to learn how to get a play or musical from page to stage. Organised by the Theatre Investment Fund, a charity which puts limited sums into productions — such as the award-winning musical, *Re-*

turn to the *Forbidden Planet* — and encourages new producers, and the Society of West End Theatre, this was the first such course to be held in Britain. The 25 chosen candidates were deemed by Nick Salmon, managing director of TIF, and his committee to be those most likely to benefit: all have relevant experience in theatre administration or related fields.

The producer usually acquires the rights to a play, signs up the star, raises the money and pays the bills incurred within the "four walls" of the theatre. Those already operating successfully (and there are, of course, many who do not survive financially) may simply have taken a leap in the dark one day. Michael Redington bought the rights to *84 Charing Cross Road* and was set on the path to raising the necessary finance by a friend. Now he has a list of regular small investors to whom he

writes personally to keep them abreast of developments.

The theatre is a business like any other, people are in it to make money and need to know about contracts, union agreements, marketing, company law and the ramifications of the Financial Services Act, areas covered by the workshop. The theatre is unlike any other business, however, in that the risks are exceptionally high. Speaker after speaker emphasised the importance of trust, of keeping negotiations personal. Bill Kenwright, for whom the billiffs were regular visitors in his early days as a producer, can drive a hard bargain: "If I'm not a bustler, making a few bob, I'm no use to anyone." But, the few bob having been made, the former actor puts money into shows which are less likely to be commercially successful. He calls it "paying back".

Major producers form themselves into public com-

panies, such as Really Useful and Cameron Mackintosh, with full administrative and legal staff. The independent producer must rely on a network of small investors, a solicitor and accountant. He or she may turn himself into a company for each project, which gives some protection in case of disaster.

"Play, cast, money, theatre; it's a miracle every time they come together," says Redington. And indeed it is. How does one time it so that a play finishes its tour just as a suitable theatre becomes available in London? Often one cannot, since plays close after only a couple of weeks' notice. It is cripplingly expensive to keep a London theatre empty — about £15,000 per week in the case of Drury Lane. Yet, when a *Miss Saigon* is on the horizon, it may be worth keeping the theatre in readiness.

Many of the participants were from the subsidised sector; they believe the future lies in co-productions and transfers. "The trick," says William Wilkinson, financial controller of the Royal Shakespeare Company, "is to get the balance right, to have a mixed programme, so that a commercial production does not stick out like a sore thumb and alienate the basic audience."

He enjoys the stimulus of contact with commercial interests and approves of the greater availability of RSC work, as well as financial benefits that result from transfers of productions such as *Les Misérables*.

The excitement of the gamble is infectious. Jan Ryan, tours manager of Birmingham Repertory Theatre, a participant from the subsidised sector, says "I get a buzz out of pulling off a deal." One day she hopes to be doing so on her own behalf and, like others on the course, felt better equipped to do so than previously.

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## REVIEWS

## Fighting, fit and fanatical

## ROCK

Janet Jackson  
Wembley Arena

ALTHOUGH not unconcerned with the perennial themes of love, sex and a good party, Janet Jackson's song and dance show subordinated all thoughts of pleasure to her own creed of rigorous discipline. "It's all about control," she sang in the opening number, as she and three of her six-person dance troupe swept through a typically pneumatic routine, necks, arms and legs moving in neat whiplash jerks, all synchronised with hairline accuracy.

It is not hard to see what fuels her fanatically competitive urge. As the youngest of nine such famous children, she has always had to fight for attention. Her album, *Control*, released in 1986, sold six million copies and supplied her with five American Top 5 hit singles. Yet, although as a commercial proposition she now ranks second only to Michael, her career is still relegated to a footnote at the end of her illustrious family's story in even the most recent reference books.

Worse still, she was clearly not born a naturally thin person, a disclaimer in the Californian performing arts milieu, yet little more than a piffing detail for someone with her kind of iron will. Dressed in black skintight pants and knee-high boots, she displayed a taut figure, evidently pummeled, toned and dieted into slender shape and primed to that dangerous peak of athletic fitness where superhuman feats become possible but injury or breakdown

may lurk just around the corner. The impressive stage was set like the interior of a chemical refinery, with huge scaffolding gantries reaching to the roof at either side, joined by a wide iron walkway. Eyebrow-singeing pyrotechnics erupted at strategic moments throughout the show, complementing a slickly paced performance delivered at heavy rock volume.

Apart from the sub-metal guitar hero antics which accompanied "Black Cat", the musicians — who, it seemed, were all required to wear a regulation moustache — were confined to a huddle towards the back of the stage, leaving most of the floor clear for Jackson and the dance squad to strut, hop, jump and turn in formation displays that were never less than watchable.

At her best, on numbers such as "What Have You Done For Me Lately?", "Miss You Much" and "Rhythm Nation", Jackson put across her funk-based robo-pop with a delightfully feisty zest. But like her brother Michael, she proved too much of a performing automaton to be able to inject much soul into the ballads "Come Back to Me" and "Let's Wait Awhile", which exposed the rather brittle, characterless quality of her voice.

During "The Knowledge" (not the taxi drivers' sort, incidentally) the Jackson manifesto was helpfully flashed up: "Prejudice — No. Ignorance — No. Bigotry — No. Illiteracy — No." Everyone seemed to agree with this, but to bring it about, beyond listening to Janet Jackson records, was left rather vague.

DAVID SINCLAIR



Feisty robo-pop: Janet Jackson on the stage at Wembley

## JAZZ

Count Basie Orchestra/  
Nancy Wilson  
Dominion

THIS was drama certainly, but not of the kind the audience had expected. Halfway through Nancy Wilson's ballad, the houselights came up and a figure in a grey suit appeared at the edge of the stage. Ever the professional, Wilson battled on to the end of her song. We were then asked to clear the auditorium. Mild panic ensued in the stalls as everyone made for the doors at the rear. Once outside, there seemed to be general relief that it was only a bomb scare and not a fire. Such is life in modern London.

It was an unsatisfactory end to a muted evening. There was some poignancy in the sight of the Basie band reduced to an anonymous backing group for Wilson. Working with guest singers is not a new experience for the orchestra: the new album with George Benson continues a tradition which goes way back beyond the collaborations with Tony Bennett and Frank Sinatra. But on those albums there is no mistaking the Basie sound. Here, we sometimes needed to glance at the name on

the music stands to remind us that we really were watching the greatest swing band of them all. Wilson, of course, has a substantial following of her own. Frequently compared to Dinah Washington, she is a commanding performer with a voice which can swing abruptly from a blues shout to a fragile whisper. Her mannerisms — the fluttering of her voice at the end of almost every other phrase, and her constant manipulation of the microphone — are outweighed by her sheer physical presence.

Her singing gave direction to the concert. The first half, a straight performance by the orchestra, was obviously what the big band fans had come to see. They were given their share of standards, but this was a largely perfunctory set, as if the musicians were killing time while waiting for the star of the show to make her appearance.

Two Sal Nistico arrangements set the evening under way before a fleeting appearance by the band's regular singer, Carmen Bradford. "Splanky" and "Whirlybird", at last, took us back to the era of *The Atomic Mr Basie*, showing how potent the formula can be, even after thirty-odd years. Who knows what the evening's finale might have brought?

CLIVE DAVIS

## THEATRE

The Baby  
Tron, Glasgow

CHRIS Hannan's latest play, written on a commission for this theatre, is a brutal and effective lesson in political behaviour, set in Rome after the death of Sulla in 78 BC. Hannan's Rome, however, is not the cool, cultured city of popular imagination, but a savage, green place, alive with superstition and intrigue, where the whim of the mob, a terrifying city of anarchy, where nobody from patrician to slave is safe.

The play begins with a threatened rebellion by Rome's professional murderers, refusing to perform funerals for the newly dead Sulla, whose huge (marble)

torso, dripping with blood, hangs in chains above the stage. What follows is, in part, a political parable on the uses and abuses of power and popularity in politics. It is built around the story of Macu, one of the mourners and leader of a faction which tries to intimidate Pompey, canvassed as Sulla's successor, by using magic. Pompey retaliates by burning down their houses, and in the process kills Macu's daughter. A distraught Macu rejects her new lover, Wocky (the names are a problem), and becomes a camp-follower to the army. She returns to Rome at the end of the play and, in a powerful *coup de theatre*, confronts the man who has destroyed her life.

*The Baby* is an epic play, humanised by Hannan's concern for the importance of the lives of ordinary people caught up in

DANCE  
Susan Marshall/  
National Youth Dance  
Riverside/The Place

BY SCURRYING from Euston to Hammersmith it was possible on Saturday to see two highly contrasted programmes, both presented by Dance Umbrella. Susan Marshall drew a packed house to Riverside Studios, where she proved to have developed a much gloomier view of life since her company last came over from New York four years ago.

Two extracts from a long work showed family life as a series of slow, savage wrestling matches: parents versus children, husband against wife. In another big work called *Contenders*, life became a competitive sport, with injuries, antagonism and false starts.

Much of the movement all evening consisted of duets with one dancer held upside down, legs flailing. It was tough on Eileen Thomas that, as the tallest of the women, she repeatedly had to lift and hold one of the men like this to prove what an egalitarian company this is. Stocky, wryly smiling Jackie Goodrich alone suggested a more hopeful character among the prevailing tension;

her sequences also introduced the most potent of the sexual images with which Marshall spiced her metaphors, drawn from many sports. A soundtrack by Pauline Oliveros mingled pistol shots and the shouts of a crowd with some jolly circus sounds.

A short work, *Kiss*, was placed to provide lighter relief between these two dispiriting works, but its image of two people flying (with the aid of ropes) as the result of an embrace looked synthetic to me.

Many people would have found more pleasure in the performance of the National Youth Dance Company at The Place Theatre. Their programme was planned to give the 20 young dancers experience of a variety of styles.

There were two works by established choreographers: Janet Smith's *Con Spirito*, to Tchaikovsky's music, and *Jangph*, in which Slobodan Jeyasingh used elements from Indian dancing for a stately ritual. Among seven other items, two young choreographers were notable, Matthew Hart (still at the Royal Ballet School) and Mark Bruce.

The chief virtue of the presentation was that all the dancers seemed to perform with their whole hearts: if only they can keep that through their careers to come.

JOHN PERCIVAL

events seemingly beyond their control. But there are problems. One is the emotional pitch, which is of hysteria throughout Act I and rumination for most of Act II. There is also a problem with the amount of doubling required. Eight actors play 30 characters, and this inevitably becomes confusing.

The more lyrical second half contains some of the play's best scenes, for example an unexpectedly touching moment when a young girl, Sharma, attempts to seduce Wocky by cutting his hair. But Hannan's writing is, as always, hard-edged and clever. "Don't try to have a battle of wits with someone stupid," says Pompey. "They might win."

The Tron team give *The Baby* a striking production. Rae Smith's set, using different levels hidden behind an almost opaque plastic

sheeting, spattered with "blood" and lit by Nick McCall in shades of lurid green, creates an entirely convincing other-worldly Rome. Craig Armstrong's soundtrack underpins the action, creating an atmosphere of tension and unease. It is not a comfortable play and Michael Boyd's direction of his versing cast, punctuated by churning, is taut and arresting. He also allows the cast to play in Scottish accents. This works well, giving ironic distance to the lines. *Elizabeth Gordon Quinn*, Hannan's earlier play for the Traverse, but indicates that the playwright's boundaries are widening, and his concerns becoming more acute. This is a positive indication of the state of Scottish theatre.

ALASDAIR CAMERON

## NEW RELEASES

◆ **BIRD ON A WIRE** (12). Empty-headed chase movie, with only Mel Gibson and Goldie Hawn's slow pace to pull it through. A rocky script about a protected witness running from the man he put in jail. Director John Badham. Cannon Video (071-330 9772).

◆ **THE ENLIGHTENMENT** (12). Hume's philosophical treatise on the passions, presented as a play about a psychiatrist who has a role in a psychiatric hospital. ICA Cinema (071-630 3647).

◆ **THE LITTLE MERMAID** (12). Disney's much-loved version of Hans Christian Andersen's fantasy, smartly packaged, but charming and synthetic to anyone with memories of Show Music's original. Cannon Cinema (071-330 9772).

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## CINEMA GUIDE

Geoff Brown's assessment of films in London and (where indicated) with the symbol (4) on release across the country.

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11.50 Prisoner: Cell F

step set in a woman's detention centre, Judy is blackmailed by Jack into working for him, and a depressed Ooreen misunderstands something David says. Followed by News headlines

**The New Avengers.** Patrick Macneeve, Joanna Lumley and Gareth Hunt star in this light-hearted secret agent series. When a drugs syndicate boss is forced to "prove" himself, he accuses the reputation of Stead, Purley and Garmitt will be the key to regaining his reputation

**Video View.** A chance to see previously unreleased footage of Elvis Presley plus Frank Sinatra and daughter Nancy singing duets, Jimi Hendrix playing on the Isle of Wight, and George Best's past uncovered in *Genius*. A report from the 1980 British Videogram Association Awards, plus the best to rent and buy on video. Presented by Marella Frostrup, followed by News headlines

**Soap.** The New York detective is on the trail of a psychotic who sets out on a murder spree after receiving what he believes is a "message" from a television chat show host. Starring Billy Savalas (in)

**Nonchance.** *Bachelor Party Break Up*, the American chat show which invites the audience to air their views on controversial topics. The discussion whether or not one night of pre-wedding lunacy is really worth it, followed by News headlines

**Entertainment UK.** A last-moving weekly guide to the latest arts and entertainment from all over the country.

**10 Morning News** with Gilly Carter.

he was expecting  
exchange for his

**Critical Eye: Act of Union.** CHOICE: Lucy Hooberman's film *Act of Union* about the British connection with South Africa tends to be the most thoughtful on one idea to another but her main argument is clear. This is that South Africa's political and economic inequalities were not an invention of the Nationalist Party of 1948 but the result of the British during the colonial period. As the South Africa Act as becoming law in 1903 Prime Minister Asquith "replied" that the colour bar would be "removed". The argument proved onerous and years later the African National Congress was formed. On the economic front, South African gold and the huge level of British investment have continued to tie the two countries together. Moving forward the present day the film suggests that Britain's special relationship could make her the honest broker in moves towards the setting up of a democratic South Africa (see: *Snakes Treaty* 1988).

**Black Nation** film about the Indians trying to establish their rights in a country. An Indian returns from the city to the farming community of his childhood to discover racial tension is tearing the calm of the area.

**Blackout** film about the Civilian Defence and directed by David Grene. Nowtime at the Apollo. Continuing series of shows from New York's Apollo Theatre, featuring both famous and rising stars. Caught in action are Salt 'N' Peppas, Angela Johnson and Steve O.

**Farport Connection** in concert the Oxfordshire village of Cropredy Ends at 1.50

10.00 Sportsdesk 10.30 American

**BSS NOW**

8:00am The Day Today, 8:15 Getaway  
8:45 Pat on Tue 9:00 The Day Today, 9:15  
The Jane Wollace Show 10:00 World  
Alert 10:30 American 11:00 Music  
Gorham's USSR 12:00 The Day To-  
day 12:15m European Business Today  
12:45 VP 1:00 Countryside Show 1:30  
You Can Do It 1:45 Parenting 2:00 Going to  
Paris 2:30 The Jane Wollace Show 3:15  
Pat on Tue 3:30 Mad About Animals 4:00  
Kings & Queens The World Programmes 5:15  
Parenting 5:30 New Living 6:00 World Alive  
6:30 Countryside Show 7:00 First Edi-  
tion 7:45 You Can Do It 8:00 The World  
Alerts 8:30 On the House 9:00 Genesis  
9:45 New Lesson 10:00 The World 10:30  
You World 11:00 Countryside Show  
11:30 European Business Today 12:00 First  
Edition 12:45m VP

**BSS POWER**

7:00am Twenty-one hours of rock and  
pop.

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up with a wide-ranging,  
looks after virtually every-  
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FREE LIFT

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Please send me my free Sun Alliance

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**HomeCover.**  
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**SUNALLIANCE**  
INSURANCE CO.  
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**HomeCover.**  
**Norman.**



### FROM RAY KENNEDY IN JOHANNESBURG

**Letters, page 15**

The move, which is expected to be approved by the rubber-stamp parliament, is intended to capitalise on recent anti-war demonstrations in France and the apparent softening of Paris's position on the Gulf question.



Stourhead Estate, yet the trust allows people to see only the bits in circulation.

Mr Stirling said that the trust did not accept the criticism. "The trust presides over half a million acres of beautiful landscape for the nation and hundreds of thousands of people enjoy them. Of the £4 million we spent on acquisitions last year, 80 per cent was spent on coastline and countryside."

The trust's role had always involved preserving historic houses. "Our acquisition of estates has opened up areas where the public could not go before. Ten million people visit our houses and grounds each year. That is an odd kind of elitist club."

Chamoun's doctor said the two boys rushed to their mother's side when Chamoun was killed. The mother was then shot "and the little boy was screaming to his mother. So the killer pumped ten bullets into his head. The other little one ran into the bedroom, the man followed him, caught him and fired two bullets. They didn't see the little girl, she was in her room".

Nor should it be suggested that a minister of the Crown would use his official car for party business. It is just that as Chancellor of the Duchy a fellow has to get about a bit and what loss is there to the public purse if the Lancaster man, taking him to the Duchy, should be paid for the motorway hard-shoulder for the few moments while Mr. Baker pays up the embankment to open, a bring-and-buy in aid of party funds, or says a few words at a cheese-and-wine party? This is just an anti-party party of minor significance.

Matthew Parris

**MATTHEW PARRIS**

By RAY CLANCY

**A SURPLUS** of almost £400 million from higher than expected business rate income is on its way to the Treasury, the government confirmed last night.

The Labour party immediately called for the extra money to be used to keep community charge bills down, but it is still unclear what will happen with the surplus.

Significant political discussions are still going on between the environment department and the Treasury over what to do with the £370 million. David Blunkett, the Labour local government spokesman, gave a warning that if it is put back into the local authority finance system it could result in a cut in real terms of grants next year, which would amount to the money being "pocketed by the Treasury".

Michael Portillo, the local government minister, said in a written parliamentary answer that he estimated the non-domestic rate would yield £10.8 billion. This is almost £400 million more than the £10.43 billion expected.

In a second answer he did not make clear what will happen to the surplus. His department has said it could be used by the Chancellor of the Exchequer for any aspect of central government funding, but the Treasury said it would go back into the system.

**ACROSS**

- 1 Bad actor about to enter the women's quarters (5).
- 4 Anguish exhibited by two chaps about a damaged cart (9).
- 9 Odd cover endlessly 'gupin' from this vessel (6-3).
- 10 Start when 19 finally appears in port? (5).
- 11 Characteristic seriousness associated with physicists (8,7).
- 12 Repay cleric in advancing years (6).
- 14 Curious thing, to impose an upper limit on drink (8).
- 17 Figure out keys to the code (8).
- 19 Scandinavian is no way in charge (6).
- 22 Comparative stupidity associated with physicists (8,7).
- 24 Traditional knowledge about one river (5).
- 25 Record smash, say, arresting a ... (4,5).

**DOWN**

- 26 Sea bed harbouring a vegetable (9).
- 27 Source of power aviators initially held in check (5).

**DOWN**

- 1 Manual worker keeping the whole street in furniture (4-5).
- 2 Sound assessment of this cotnamment (5).
- 3 Restoring Mozart's first finale (7).
- 4 Hyperactive Governor — oote the twist (6).
- 5 Notes to encourage one in a fanfare orchestra (8).
- 6 Head of Wadham in top hat badly running beside the river? (3-4).
- 7 Persuaded to allow endless French wine to be consumed (9).
- 8 Absent for so long he's caught in the old uprising (5).
- 13 Longfellow's strange literary de-

**Concise Crossword, page 17**

**ETRN**

AA ROADWATCH

<b>National traffic and roadworks</b>	
National motorways.....	737
West Country.....	738
Wales.....	739
Midlands.....	740
East Anglia.....	741
North-west England.....	742
North-east England.....	743
Scotland.....	744
Northern Ireland.....	745

AA Roadwatch is charged at 33p per minute (cheap rate) and 44p per minute at all other times.

## ABROAD

**WEDNESDAY:** 1—thunder & drizzle to—fair & sun-

## AROUND BRITAIN

	Sun	Rain	Max
--	-----	------	-----

AM

PM

[illegible]


### LIGHTING-UP TIME

London 5.51 pm to 7.40 am  
Bristol 6.01 pm to 7.39 am  
Edinburgh 5.54 pm to 8.02 am  
Manchester 5.56 pm to 7.52 am  
Penzance 6.16 pm to 7.58 am

**YESTERDAY**

Temperatures at midday yesterday: c, cloud; f, fair; r, rain; s, sun.

San Francisco	San Francisco
7:38 am	6:51 am

 Moon rises 12.58 pm Moon sets 8.03 pm  
 First Quarter October 28

Birmingham	9	40c	Inverness
Blackpool	11	52c	Jersey
Bristol	11	52c	London

Cardiff	12	54c	Manchester	10	50c
Edinburgh	10	50c	Newcastle	10	50c
Glasgow	11	52c	R'ndsey	11	52c

\_\_\_\_\_

TODAY	AM	PM	TIME
London Bridge	4.53	6.7	5.16
Aberdeen	4.27	3.8	4.35
Abermouth	10.22	11.5	10.33
Belfast	8.06	3.3	8.15
Cardiff	10.07	11.0	10.20
Dunfermlie	8.44	5.1	8.55
Dover	1.52	6.2	2.02
Falmouth	8.14	4.9	8.26
Glasgow	2.43	4.3	4.07
Harwich	3.47	3.8	3.06
Headlyhead	1.17	5.0	1.24
Hull	8.30	6.8	8.38
Kirkcaldy	8.02	8.3	8.13
King's Lynn	8.35	5.9	8.43
Leam	5.52	5.0	6.04

Time in hours

## TIDES

TODAY	AM	HT	PM	RT
Liverpool	2.05	5.5	2.24	8.5
Lowestoft	12.22	2.4	12.45	2.3
Margate	2.51	4.8	3.16	4.5
Milford Haven	9.20	6.3	9.30	6.0
Newquay	8.11	6.3	8.28	6.0
Oban	8.44	3.7	8.47	3.5
Pertinence	7.45	5.2	7.56	4.8
Portsmouth	9.46	2.0	10.00	1.2
Portland	2.31	4.5	2.41	4.4
Shoreham	2.04	5.7	2.11	5.6
Southampton	1.59	4.2	1.59	4.2
Swansea	9.23	8.8	9.42	8.8
Tide	5.43	4.9	7.07	4.8
Wilton-on-Mar	2.41	4.0	3.04	3.9

NOTE: Times are EST

\_\_\_\_\_

\_\_\_\_\_

EDINBURGH

TODAY

LOW 1000

1009

1016

1024

HIGH

Ways from "A" to "B" Confused?

Information



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● FOCUS ON ITALY 30-36  
● LAW 38-39  
● DEGREE RESULTS 43  
● SPORT 43-48

# BUSINESS

TUESDAY OCTOBER 23 1990

Executive Editor  
David Brewerton

## ICI to buy remaining 50% stake of Tioxide

IMPERIAL Chemical Industries has agreed to buy the 50 per cent of Tioxide Group which it does not already own from Cookson Group, the deeply-indebted industrial materials company, for £171 million.

Cookson said prospects at Tioxide, which made profits of £200.2 million on sales of £700 million last year, had taken a sharp downturn.

Comment, page 25

## Senior executives read The Times

The Times is read by 137,000 senior British businessmen and women each day, according to the latest "BMRC/The 1990 businessman survey".

The survey, conducted between March and September, shows that most business readers buy a personal copy of The Times.

Only 32.6 per cent read an office copy, whereas 74.3 per cent of Financial Times readers rely on the office copy. This puts The Times into second place, behind the Daily Telegraph, for personal copies either delivered to business readers' homes or purchased at a newsagent.

Tempus, page 25

## Richmond halt

Shares in Richmond Oil and Gas were suspended at 120p after joint underwriters to a recent £31 million share placing and offer for sale, County NatWest and Gilbert Elliott, revealed that certain places had changed their minds and were no longer prepared to subscribe for 4.5 million new shares. A total of 26 million shares are being issued at 125p.

Tempus, page 25

## THE POUND

US dollar 1.9495 (-0.0140)  
German mark 2.9360 (-0.0145)  
Exchange index 94.4 (-0.1)

## STOCK MARKET

FT 30 Share 1633.6 (+12.1)  
FT-SE 100 2102.0 (+13.0)  
New York Dow Jones 2508.91 (-11.88)  
Tokyo Nikkei Ave 2570.86 (+589.37)  
Closing Prices ... Page 29

Major indices and major changes Page 27

## INTEREST RATES

London: Bank Base 14%  
3-month Interbank 13% 13 1/2%  
3-month eligible bills 13 1/2% 13 3/4%  
US: Prime Rate 10%  
Federal Funds 7 1/2%  
3-month Treasury Bills 7 24 7/32%  
30-year bonds 9 9 1/2% 9 1/2%

## CURRENCIES

London: New York: £/\$ 1.9495 \$/£ 0.5130  
Paris: £/F 16.36 FF/£ 6.55  
Frankfurt: £/M 1.93 DM/£ 1.93  
Geneva: £/S 1.93 Sfr/£ 1.93  
Zurich: £/S 1.93 Sfr/£ 1.93  
Tokyo: £/Y 160.36 ¥/£ 160.36  
Hong Kong: £/HK\$ 7.75 HK\$/£ 7.75  
Singapore: £/S\$ 2.46 S\$/£ 2.46  
Australia: £/A\$ 1.66 A\$/£ 1.66  
New Zealand: £/N\$ 2.00 N\$/£ 2.00  
South Africa: £/Rand 10.00 Rand/£ 10.00  
Italy: £/Lira 200.48 Lira/£ 200.48  
Spain: £/Peseta 166.64 Peseta/£ 166.64  
Greece: £/Drachma 340.75 Drachma/£ 340.75  
Portugal: £/Escudo 200.48 Escudo/£ 200.48  
Ireland: £/Punt 7.88 Punt/£ 7.88  
Netherlands: £/Guilder 2.20 Guilder/£ 2.20  
Belgium: £/Belgian Franc 20.36 Belgian Franc/£ 20.36  
Luxembourg: £/Franc 20.36 Franc/£ 20.36  
Austria: £/Schilling 13.76 Schilling/£ 13.76  
Switzerland: £/Franc 2.00 Franc/£ 2.00  
Sweden: £/Krona 10.46 Krona/£ 10.46  
Denmark: £/Krone 6.46 Krone/£ 6.46  
Norway: £/Krone 4.76 Krone/£ 4.76  
Finland: £/Markka 5.94 Markka/£ 5.94  
Yugoslavia: £/Dinar 20.36 Dinar/£ 20.36  
Czech Republic: £/Koruna 20.36 Koruna/£ 20.36  
Slovakia: £/Koruna 20.36 Koruna/£ 20.36  
Poland: £/Zloty 20.36 Zloty/£ 20.36  
Czech Republic: £/Koruna 20.36 Koruna/£ 20.36  
Slovakia: £/Koruna 20.36 Koruna/£ 20.36  
Poland: £/Zloty 20.36 Zloty/£ 20.36

## GOLD

London: Gold 389.50 \$/oz 389.50  
Close 388.00-389.50 (\$189.75-189.25)  
New York: Gold 389.50 \$/oz 389.50  
Close 388.00-389.50 (\$189.75-189.25)

## NORTH SEA OIL

Brent (Nov) ... \$27.75/bbl (\$33.20)  
Denotes latest trading price

## TOURIST RATES

Country	Rate
Australia	2.00
Austria	13.76
Belgium	20.36
Canada	1.33
Denmark	6.46
France	6.55
Germany	2.20
Greece	340.75
Hong Kong	7.75
Ireland	7.88
Italy	200.48
Japan	160.36
Netherlands	2.20
Norway	4.76
Portugal	200.48
Spain	166.64
Sweden	10.46
Switzerland	2.00
Turkey	20.36
USA	1.33
Yugoslavia	20.36

Rates for small denomination bank only as supplied by Barclay Bank PLC. Different rates apply to travellers' cheques.  
(Retail Price Index: 129.5 (September))

OS

## Power delegation fails to obtain commitment on float



Sir Michael: delegate

By MARTIN WALLER

A DELEGATION from the electricity industry has apparently failed to persuade the government to end the uncertainty surrounding the power distributors' flotation next month by issuing a firm declaration that 100 per cent of the industry will be floated off.

The delegation wants this assurance to be in the pathfinder prospectus, to be published on November 2. This means the government would have to make up its mind by the end of this week, given the time it will take to print the 800 page-plus document.

But it looks almost certain that

this assurance will not be forthcoming, to the dismay of the 12 distributors in England and Wales, the City and the various financial advisers and stockbrokers working on the float.

There is still a strong voice within the energy department that wants to retain the option to float just 60 per cent. This is both a reaction to the continuing uncertainty over events in the Gulf and a wish not to see the power industry sold off too cheaply.

The department will, therefore, not wish to break with the example set by the water industry float, which power has already closely followed. The pathfinder prospectus for the 10 regional water companies

did not specify just what percentage would eventually be sold.

The electricity industry and the City, however, claim that a far firmer commitment is needed now.

The government has said quite explicitly this time that it may go for a partial sale and has even required its own financial advisers to prepare two parallel plans of campaign, for a 60 per cent and 100 per cent sale.

At the weekend three representatives from the industry went to senior civil servants to seek a firm government commitment. They were James Smith, chairman of Eastern Electricity and the man who has fronted for the industry during many difficult negotiations with the

government, Bryan Townsend, chairman of Midlands Electricity, and Sir Michael Richardson, chairman of Smith New Court, the joint broker to the 12.

In the words of one insider, the three were "courteously received", but the assurance they wanted was not forthcoming.

The government's keenness to retain a hold on the distributors until the last possible moment may go on over dividend policy. The regional distributors have already agreed collective dividends totalling £320 million in the first year after the sale, rather higher than had once been expected, and therefore feel

they have earned a gesture of goodwill over the matter of a partial sale.

But the government still has to negotiate the wording of the prospectus on dividend policy after one year, with the industry unhappy over being forced to make too generous a promise.

Parallel talks are taking place with prospective sub-underwriters of the £4.7 billion issue, and all the signals are that they too are keen to have the uncertainty ended. The most likely outcome, sources close to the float believe, is that the government will give a "best view" some time over the next ten days, that it will float 100 per cent of the industry. But this decision will not be binding.

## Trade gap of £845m best for 3 1/2 years

By ANATOLE KALETSKY, ECONOMICS EDITOR

BRITAIN produced its best trade performance for more than three years in September, confirming Treasury hopes that the squeeze on domestic spending was starting to move the economy back towards a sustainable position.

Sterling rose in response to the trade figures, closing at DM2.9550 after touching a low of about DM2.93 before they were published.

Last month's current account deficit narrowed to £0.8

billion from £1.2 billion in August. The September deficit was much lower than most City estimates, which had forecast little change on the August figure. The detailed breakdown of Britain's trade suggested the underlying improvement was fully consistent with the headline figure.

The visible trade deficit, which excludes service activities and international flows of interest and profits, was £845 million, compared with £1,199 million in August, the smallest monthly deficit on visible trade since April 1987.

The deficit in manufactured goods also improved substantially, from £727 million in August to £406 million, the smallest since February 1987.

While government officials cautioned against reading too much into one month's figures, they pointed out that the improvement in the trade performance was also visible in the average figures for the last three months. The last quarter's visible deficit of £3.8 billion was sharply lower than the £5.1 billion in the previous quarter and was the best quarterly figure since 1987. The same was true of the last quarter's deficit on manufactures.

The strength of sterling was one potential problem in the good trade performance. The rise of the pound against other currencies in the summer meant that the average unit value of British exports rose 2 per cent in the last quarter, compared with the three months before, while the price of imports fell 4 per cent. However, the figures on trade volumes did not suggest that the loss of competitiveness by British companies had yet reached serious proportions.

Export volumes in the third quarter were 3 per cent lower than in the previous three months but 5 per cent higher than the year before. Import volumes were 3 1/2 per cent down on the second quarter and 1/2 per cent higher than a year earlier.

Britain's longer leading indicator, which identifies turning points in economic activity about a year ahead, fell an estimated 0.1 per cent in August to stand at 93.7, according to the Central Statistical Office. The longer leader started to decline early this year, reflecting falling share prices and company financial balances.

Comment, page 25

## Oil falls to lowest level in six weeks

By MARTIN BARROW

THE price of oil fell almost \$4 a barrel to its lowest level for six weeks, as traders responded to a succession of conciliatory remarks made by representatives on both sides of the Gulf confrontation.

On the International Petroleum Exchange in London, December Brent fell from Friday's closing price of \$30.75 to \$27, triggering comparable falls in other months. November crude oil futures on the New York Mercantile Exchange opened \$3.29 lower at \$30.50.

Traders said remarks made by Saddam Hussein, the Iraqi president, to Edward Heath in Baghdad provided one reason for the sharp fall. Prices were also influenced by the first indication that Saudi Arabia may be willing to reach a settlement with Saddam, which could involve Kuwait making territorial concessions.

In London, analysts esti-

mated that oil prices could retreat to about \$25 a barrel before encountering support on the fundamentals of supply and demand.

Mehdi Varzi, of Kleinwort Benson, said: "The so-called war premium has been rapidly whittled away. There has been a snowballing of peace talks without anything actually happening."

Mr Varzi said that Opec was now producing about 22.5 million barrels a day and was likely to satisfy global demand for Opec oil of 23 million barrels a day by December.

However, it is still believed that prices could resume their upward trend if new signs emerge of Iraq's willingness to continue to defy the west and in Kuwait.

Mark Dixon, an analyst of UBS Phillips & Drew, said: "It is when hopes of peace are greatest that war is more likely, and vice-versa. There is still fear of war in the market."

## Lufthansa faces block on bid

By WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

THE German cartel office, the Bundeskartellamt, will block any attempt by Lufthansa, the German state airline, to take over Interflug, the former East German carrier.

The hard-line stance by the Kartellamt amounts to yet another twist in the desperate attempts by Lufthansa to acquire its troubled counterpart, and also plays into the hand of the European Commission, which has also voiced its anxieties over exclusive inter-German "unity" deals on a number of occasions.

A merger, which is currently

being discussed between Lufthansa and the German transport ministry, would involve a takeover of Interflug by the middle of next year.

The Kartellamt is concerned that such a deal would have serious effects on competition within Germany and throughout Europe.

It would grant Lufthansa exclusive access to the former East German cities and to some prime destinations in East Europe.

The Kartellamt said earlier this month that it would block a deal under which Lufthansa

would acquire a 26 per cent stake in the airline.

Last week Lufthansa dropped its original bid only to re-emerge as a bidder for the whole of the company, indicating that its move came partly because of pressure from the Kartellamt.

A source within the Kartellamt said: "If they do it the way they plan it, then our original judgment will not change. We continue to be of the opinion that other airlines should be brought into any deal with Interflug before we will change our mind."

Comment, page 25

## Ecu link lifts Norwegian shares

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

NORWEGIAN interest rates fell sharply while share prices surged ahead on the Oslo bourse as Norway hitched its currency unilaterally to the European currency unit.

By tying the krone to the ecu, a national unit made up of a basket of European Community currencies, Norway's centre-right government hopes to enhance the economic stability it has achieved and ensure that it is not excluded from the European integration process.

Britain's decision to join the exchange-rate mechanism played an important part in prompting Norway to abandon its previous linkage to a currency basket that included the dollar.

The Norwegian move yesterday stops short of membership of the European Monetary System, but could open the way to other Scandinavian and non-EC countries pegging their currencies to the ecu with a view to full or associate

membership of the EMS at a later stage. Jacques Delors, the European Commission president, warmly welcomed Norway's decision.

He said it would extend the EMS zone of stability beyond the borders of the EC and confirm the importance of the ecu as an international currency, in turn adding to the momentum now pushing the EC towards monetary union.

William Ledward, senior European economist at Nomura Research Institute, forecast that Sweden and Finland will follow Norway's example next year, but noted that Brussels has adopted a "stand-offish attitude" to Oslo's request for associate membership of the EMS.

The central rate of Norwegian krone, stable against the ecu for several months, has been set at 7.9940 per ecu, with fluctuations of 2.25 per cent allowed either side.

Full membership of the EMS is not really possible without joining the EC, but Norway's linkage to the ecu will probably be followed up by Austria and

Switzerland, as well as the other non-EC Scandinavians. Denmark, an EC member, has become one of the "hard core" members of the ERM which could form the vanguard in any push for early EMU.

The Austrians have already applied for full EC membership, and have been pegging the schilling against the mark for some time. The Swiss are also likely to link the Swiss franc more closely to the German currency soon.

The EMS has always had provisions for associate membership for non-EC members. This dates back to the time when Norway was part of the snake, the forerunner of the ERM, and even considered joining the mechanism in 1979.

Norway's North Sea oil output is expected to peak in 1995 at 2.3 million barrels per day, or even 2.5 million bpd, compared with the present 1.8 million bpd, the Norwegian oil ministry said. Main reason for the increase will be new fields coming on stream.

## Two-day deadline for Polly Peck

By NEIL BENNETT, BANKING CORRESPONDENT

POLLY Peck International has been given two days by its creditors to produce funds from northern Cyprus and Turkey, or face the cancellation of its debt standstill agreement and an almost certain administration order.

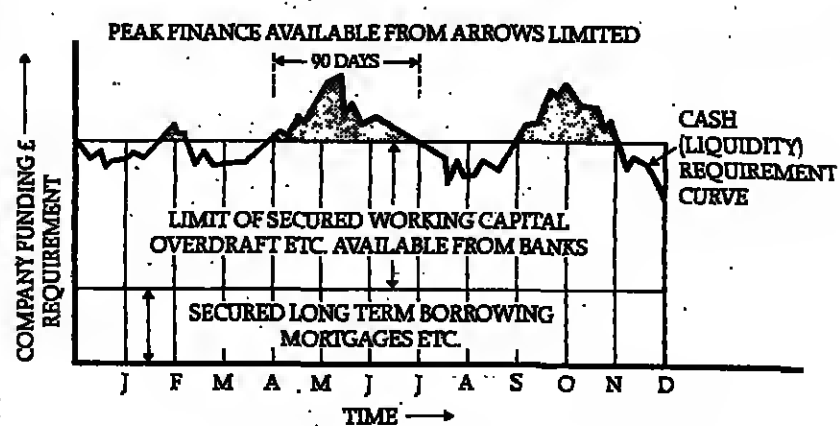
The ten-member steering committee met yesterday to discuss what action to take against the stricken fruit trading and electronics group. This was after Polly Peck failed to make interim debt repayments agreed when the four-week debt moratorium was imposed on October 12.

The committee decided to give the company until tomorrow to make the payments. Asil Nadir is due to return to Britain from Cyprus then, and will chair a full board meeting.

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PRIVATE LIVES

APOLLO 25



## Agent banks confident over Eurotunnel refinancing

By NEIL BENNETT, BANKING CORRESPONDENT

EUROTUNNEL'S bankers are due to meet in London on Thursday to sign the Channel tunnel operator's £1.8 billion debt refinancing.

This refinancing commitment is a vital condition of the company's £530 million rights issue and to the future of the entire project.

The document must be signed by all 210 banks in the original £4 billion loan syndicate, even though more than 80 have refused to make any further loans to the company. Despite this, and the complexity of the refinancing agreement, Eurotunnel's main agent banks are confident the document will be signed, allowing the rights issue to proceed next month.

The signing will be a low-key affair at a hotel in Mayfair. Bankers are simply being invited to turn up during the day to sign, contrasting with the original financing ceremony in 1987, which was staged simultaneously in London and Paris.

National Westminster, Midland, Crédit Lyonnais and Banque Nationale de Paris,

the agent banks, are prepared for a last-minute dash to contact the banks which fail to attend.

The signing is the culmination of the company's five-month struggle to raise additional finance, after its costs soared from the original £4.87 billion estimate to £7.5 billion. The refinancing missed its original deadline of August 31.

The agent banks have since been forced to drop their fundraising requirement by £200 million, and include additional funds of £300 million from the European Investment Bank in their calculations.

But the success of the refinancing is largely due to the efforts of the agent banks, which have lobbied the syndicate members ceaselessly to ensure as many as possible would take on extra commitments. Bankers still hope to convince a final few institutions to agree the funding before Thursday's signing, although the agent banks themselves are now prepared to carry most of any shortfall.



Team work: David Brown, company secretary (top left), Scott Cairns, chief estates surveyor, Paul Birch, board member, Alan Thomson, finance director (bottom left), Gordon Milne, and David Walmsley, chairman

## Scottish Metropolitan falls to £10m

By MARTIN WALLER

SOARING short-term interest costs and falling earnings from property dealing left pre-tax profits at Scottish Metropolitan Property, the largest property investor north of the border, £2 million lower at £10.4 million in the year to August 15.

A final dividend of 4.22p makes a total of 6.75p (5p).

An internal valuation of the investment portfolio at the

year-end showed a rise of 1.8 per cent over the previous year to £298.7 million, Gordon Milne, the managing director, said. Net assets per share were lower at 240.2p against 241.3p.

Profits from property dealing slipped from £2.33 million to £556,000 because of the downturn in the property industry, and Mr Milne said the company was putting a

brake on starting any more developments for trading for the foreseeable future.

The company's own target was not to have more than a fifth of its developments being built for sale, and the current figure was about 10 per cent.

Interest charges rose to £6.84 million, from £618,000.

The group was currently 70 per cent geared, short-term borrowings having increased

from £37 million to £98 million while long-term debt stayed at £66 million.

Mr Milne said the intention was to reduce gearing to 50 per cent, a level with which the group felt happy, by means of disposals already planned over the next two years.

If such disposals proved impossible in the current climate, gearing would probably rise to 90 per cent, he warned.

## Societies' receipts jump but mortgage lending falls to low

By LINDSAY COOK, MONEY EDITOR

MARKET uncertainties helped building societies to attract £856 million in net receipts from savers last month, £333 million more than August and the highest inflow since April 1989.

The mortgage market last month fell to the lowest point since January when the usual autumn surge failed to arrive. Net new commitments fell from £3,547 million in August to £3,005 million, the lowest September figure for several years, and compares with net commitments of £4,283 million last year when the mortgage market was already in the doldrums because of high mortgage rates. Gross mortgage advances fell from £3,823 million in August to £3,281 million in September.

Mark Boleat, director-general of the Building Societies Association, said: "The turnaround in net receipts in September follows the end of the summer holiday period when savings are traditionally at low levels. The recent difficulties in the stock market have also encouraged people to deposit money in building societies. Usually, the inflow of funds to societies in the months up to Christmas is strong, although the privatisation of the electricity industry in November will provide

stern competition for retail deposits."

The lending figures do not reflect the 0.9 point cut in mortgage rates for new borrowers which comes into force for existing homebuyers next month.

None of the societies has cut savings rates yet, but all are likely to do so before November 1. As rates begin to come down, investors are more likely to move for a better rate elsewhere. Societies are aware that savers with £25,000 or more to invest are most sensitive to higher interest rates elsewhere and are also likely to apply for privatisation shares. They will try to pitch savings rates to ensure all or most of the electricity share money is returned to original accounts in December.

David Gilchrist, group general manager of the Halifax Building Society, said: "Activity levels in the mortgage market should start to recover with the November rate cut but only if we see another reduction by early 1991."

A large proportion of homebuyers have mortgages which are reviewed annually. A further fall in bank base rates is needed by mid-December for most of them to see any reduction in their payments next year.

## IMI bids £12m for Birmingham Mint

By JONATHAN PEYNE

BIRMINGHAM Mint, the coin company, has received a £12.2 million takeover bid from IMI, the owner of Britain's only other private sector mint. Shareholders are being offered 85p cash compared with a Friday closing price of 60p. Birmingham Mint shares soared to 83p on the announcement.

The Birmingham Mint board has advised shareholders to "take no action" and has described the bid as "unwelcome and opportunistic".

IMI said it would continue to seek recommendation for the offer. "The bid price is sensible rather than opportunistic," Simon Clayton of Samuel Mommag, IMI's adviser, said. IMI claims the

offer represents a prospective exit multiple of 10.6, though Birmingham Mint is likely to argue it is nearer eight times.

Birmingham Mint, which saw profits slide from £3.4 million to £208,000 last year when it celebrated 100 years as a quoted company, is one of three coin manufacturers in Britain which together form the mint consortium led by the Royal Mint. New management was bought into the company last year.

"Any takeover is unlikely to face monopoly problems because of the status of the Royal Mint consortium."

Birmingham Mint is thought to have signed a £500,000 order with Iraq before the invasion of Kuwait.

## TOTAL QUALITY HAS ITS REWARDS.

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HIGHLIGHTS OF 1990 ANNUAL RESULTS		
SALES	£2,334m	UP 7%
PROFIT BEFORE TAX	£191.2m	UP 2%
EARNINGS PER SHARE (DILUTED)	20.2p	UNCHANGED
TOTAL DIVIDENDS PER SHARE	7.0p	UP 12%
RESEARCH, DEVELOPMENT AND CAPITAL INVESTMENT	£234.8m	UP 25%

EXTRACT FROM CHAIRMAN'S STATEMENT

"THE LUCAS FINANCIAL RESULTS ILLUSTRATE BENEFITS FROM THE IMPROVED BALANCE AND PERFORMANCE OF OUR INTERNATIONAL OPERATIONS - WHICH HAVE ENABLED THE COMPANY TO ADJUST TO MARKET AND OTHER CHANGES WHILE INCREASING INVESTMENT FOR SUSTAINABLE SUCCESS IN FUTURE. AS UNCERTAINTIES CONTINUE IN OUR MARKETS WE ARE CONCENTRATING ON EXPLOITING OPPORTUNITIES FOR ORGANIC GROWTH COUPLED WITH EVEN GREATER DETERMINATION TO REDUCE COSTS AND IMPROVE COMPETITIVENESS."

TONY GILL

## Net income down 18% at Reebok

By OUR CITY STAFF

REEBOK, the international leisure footwear brand that is 31.7 per cent owned by Pentland Group, the UK consumer goods and investment company, has reported a 18 per cent drop in third-quarter profits.

Net income for the three months to end-September was \$68.5 million, compared with \$83.1 million for the previous comparable period. However, over the nine-month period, the profit decline is only 3 per cent to \$228.9 million.

For Pentland, the figures translate into £6.9 million of attributable profit for the third quarter, against £9.8 million the previous year. Earnings attributable to Pentland fell from 2.77p to 1.92p.

Paul Fireman, Reebok's chairman and chief executive officer, said: "The results for the third quarter were slightly better than previously estimated." He said non-US sales exceeded \$360 million during the first three quarters, a 119 per cent improvement on last year.

Pentland put its stake up for sale earlier this year but subsequently suspended "active marketing" of the holding because of the deteriorating outlook for retailing in the US and the UK.

## Print firm shares up on talks

SHARES in HunterPrint Group, the troubled specialist printing group, advanced by 5p to 23p, after touching 28p, on confirmation that the group's refinancing talks are at an advanced stage.

There has been speculation that Sir Ian MacGregor, the former chief of the NCB, is to head a consortium to rescue the group in a deal involving a £15 million rights issue. Partners are believed to include the Beilberg brothers.

The company said the refinancing proposals were subject to a number of conditions.

## Philips plans buyout deal

PHILIPS, the electronics group, said it plans to buy out El Du Pont Nemours from the consumer activities of their joint venture, Philips and Du Pont Optical.

South West Water is the residuary South West Water Authority, own the responsibility of the Department of the Environment, that is being prosecuted in connection with alleged misdelivery of aluminium sulphate to Lowermoor Water Works, not South West Water plc as was incorrectly stated in *The Times* on Saturday.

## Australia close to share voting change

From BRIAN BUCHANAN IN SYDNEY

THE Australian stock exchange appears ready to allow The News Corporation to issue limited voting preference shares.

In a discussion paper released yesterday, the exchange indicated it was prepared effectively to end its "one-vote-one-share" rule.

However, the exchange stressed it was still opposed to the idea of companies issuing non-voting ordinary shares, although it has called for submissions from the public on whether this rule should be amended.

The pressure for a review of the policy followed changes on overseas stock exchanges and an application by News Corp to be allowed to issue limited voting, but fully participating, preference shares.

Anyone wishing to lodge a submission to the exchange on

the proposals must do so before November 16.

The matter will be aired today when News Corp shareholders will be asked to vote on a resolution to issue the shares at the company's annual meeting in Adelaide.

Opponents of the News Corp proposal claim it would enable the group to make a rights issue without diluting the controlling interest of the Murdoch family.

A leading institution, the AMP Society, has been one of the major objectors. Leigh Hall, the group's manager of investments, said yesterday that he welcomed the paper which was "sensible and useful", but he wanted to review it further.

A spokesman for News Corp said yesterday that directors were pleased with the proposed amendments.





# A timely leg up for sagging sterling

## COMMENT

At last, some unadorned good news for the government on the statistical front. The better-than-expected trade figures came in the nick of time from the point of view of currency management as sterling fell towards DM2.93 just before the news came out. The rebound to DM2.9550 may suggest further short-term gains lie ahead. Excessive gloom had taken hold in the currency market after the long-awaited ERM honeymoon was so rudely interrupted by the bears from Japan and the Middle East. This overwhelming bearishness may well have set the pound up for a technical rebound.

However, on a slightly longer term horizon, the prospects for sterling do not appear attractive and it may not be too long before we see a repetition of the ignominious position to which sterling fell yesterday morning. To be the weakest currency in the ERM is bad enough, but to combine this with the second highest yield in the system, implies a determined vote of no confidence.

The government has only itself

to blame for sterling's humiliating position. Even after the much improved trade figures, sterling appears to be far too high to bring Britain's current account back into balance. Annualising the last three months' trade figures would still produce a current account deficit of £15.3 billion, considerably larger than the American deficit as a percentage of GDP.

Of course, there are many who argue that a balanced current account is nothing more than a barbarous relic. In a world of free international capital flows, a deficit can always be financed provided the price is right.

But neither the rate of interest nor the real rate of profit in the British economy is moving in the right direction to attract foreign investment. As the Americans are finding, an economic recession tends to provoke a capital outflow much faster than it improves the deficit on current account. A repetition of their

bitter experience in dollar assets is just what the foreign investors fear in sterling, which was why the much vaunted wall of money from Japan turned out to be a mirage.

Given the likelihood of another cut in interest rates before Christmas, it will take more than a few decent trade figures to turn sterling into a buy.

## Steal of a deal

Whatever the market difficulties his company faces, Sir Denys Henderson, the chairman of Imperial Chemical Industries, has confirmed his standing as a world class deal maker. For just £171 million, including £11 million of dividends, he is buying from Cookson Group the half of

Tioxide Group which ICI does not already own.

The bargain-basement price, for a business which last year made profits of £200.2 million, reflects Cookson's weak bargaining position and tough times ahead for Tioxide.

For Sir Denys the deal is a neat and opportunistic tidying up exercise. His opposite number at Cookson, Mike Henderson, was over a barrel. Cookson, a major industrial materials company, became carried away with its own acquisitiveness at the end of the Eighties. Higher interest rates and softening demand in its main markets have since put acute pressure on its balance sheet.

Assuming £60 million of Eurosterling paper is treated as debt, gearing should now fall from its current level of 115-120 per cent to around 85 per cent.

Interest cover, which had been sliding dangerously towards the two times level at which banks are inclined to review the extension of credit, should now be almost three times.

Finally, yesterday's deal relieves Cookson of the fastest-deteriorating part of its business and the obligation to invest £400-£700 million to renew Tioxide's plants with less-polluting technology.

For a time, Cookson looked like a candidate for the industrial knacker's yard which has claimed several of Britain's best known companies in recent months. Its weakness could still whet the appetite of a predator. Survival is now more likely than not, even if its continuing independence looks less, rather than more, likely now the Tioxide investment is exchanged for cash.

In some measure, that prospect may have been helped by the bear raid which gave its share price such a mauling at the end of last

month. Too many companies drift towards crisis with an unwavering share price with management closeted in habitual silence. With a joint venture company under pressure, Cookson was obliged both to break its silence and address its problems in good time.

ICI has got a steal, but the deal is a blessing for Cookson shareholders too.

## Eurotunnel

Thanks to French securities rules, Eurotunnel has already had to send the guts of its rights issue prospectus to the Commission des Opérations de Bourse (COB), even though the banks are not due to sign their enabling loan agreement until Thursday. The COB requires 28 days but Eurotunnel is anxious to get in well ahead of an electricity issue. That is laden with first year gifts. Eurotunnel's appeal is more like a legacy. Travel perks will not be usable until 1993, but investors can nominate their children or grandchildren.

LUCAS Industries is beginning to look a snip for any big non-European group still seeking an EC entry ticket. Weakness in the dollar against an ERM-confident pound and the continental motor industry's tracking of the British market into recession will combine to send profits into reverse this year, creating a vulnerability that a predator may find hard to resist.

Short-termism was eschewed by the Lucas board yesterday, but it remains the dominant theme in pricing a share, the market will continue to reflect the expectations for the current year rather than the Lucas's undoubted potential for the mid-Nineties.

A successful bidder would acquire a company with a heavy research and development spend behind it and a wealth of new products, a significant slice of the markets in which it operates, and a year or two's lead on its competitors in its newest venture, the development of diesel injection systems.

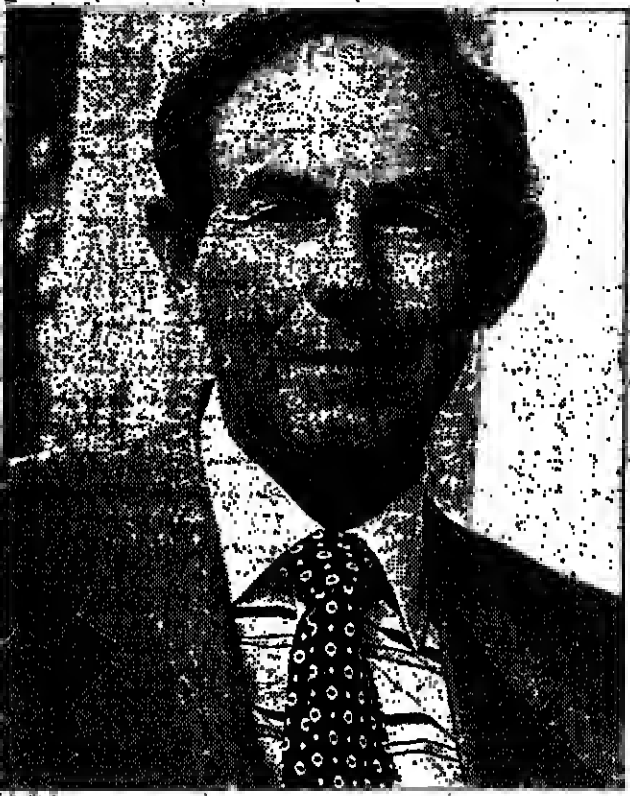
Figures for the year ended last July show the group to be in first-class shape. It nudged pre-tax profits ahead, held earnings at 21.3p, and restrained gearing to 15.9 per cent.

The imponderables for this year remain the sterling/dollar performance between now and July, given that more than 75 per cent of sales are now generated outside Britain, and the extent of the European motor industry downturn. Best estimates suggest Lucas can make £180 million, to produce earnings of 18.5p. Lucas shares deserve better than a prospective p/e of 6.2, but in restricting the dividend rise to 12 per cent — cover is 2.9 times — it missed a chance to perk them up. Not to mention improve relations with institutional holders, whose loyalty may just not stand up to much of test in a fight.

## Hammerson

HAMMERSON, which has about 62 per cent of its assets held overseas, has inevitably suffered from the strength of sterling this year. Analysts believe currency movements, particularly in

## Lucas may be route into Europe for predators



John Parry, coping as well as can be expected

the Canadian and Australian dollar, will have knocked about 100p off last December's net asset value of £1.068p a share. That is before anyone even looks at what has happened to property values in the intervening 12 months.

The interim results, however, show John Parry, the managing director, and his team coping about as well as can be expected with property markets that, with the possible exception of Europe, are falling throughout the world.

Trading profits in the six months to end-June were down 45 per cent to £5.4 million, while interest costs were 18 per cent up at £24 million. But with net rental income rising 9 per cent to £56.1 million, the damage to pre-tax profits was limited to a 12 per cent drop to £33.6 million. The interim dividend was unchanged at 3.5p.

During the first half, some £13 million of interest on expenditure on the group's development programme was

capitalised. While National Power has agreed a 100,000 sq ft pre-let in the City, and retailers have reserved 65 per cent of the 150,000 sq ft of shops being built at Grimsby, the company could do with good news from its £200 million Manhattan office development before the year end.

Net assets per share are expected to fall to 900-930p a share this year, putting the A shares at 550p or a discount of about 40 per cent — a buy for those who understand their currencies.

## Richmond Oil & Gas

LONG-SUFFERING shareholders in Richmond Oil and Gas will be dismayed, but not surprised, by news that the company's £31 million cash call has run into difficulties. Certain investors have had second thoughts about the fund-raising venture to acquire oil and gas interests in Texas.

On the day shareholders were due to meet in London to approve the acquisition and fund-raising, County NatWest and Gilbert Elliott, the joint underwriters, were forced to concede that unidentified places were no longer interested in a parcel of 4.5 million new shares, out of a total of 26 million.

Richmond shares were suspended at 120p, a 5p discount to the placing and offer price, and the extraordinary meeting belatedly cancelled. Shareholders have every right to feel aggrieved.

Gilbert Elliott and the Richmond directors are making arrangements to take the shares on to their own books. County NatWest, despite acting as joint underwriter, has apparently been excused of its underwriting duties and will not be taking its share of the unwanted paper.

When Richmond came to the stock market in July 1989 to raise £21 million, applications were received for just 12.2 per cent of the shares, which were offered at 105p. The company has yet to make a profit and is unlikely to pay a dividend until 1993.

No party emerges with any credit. Shareholders have every excuse to head for the "exit".

## Peace hopes release oil pressure

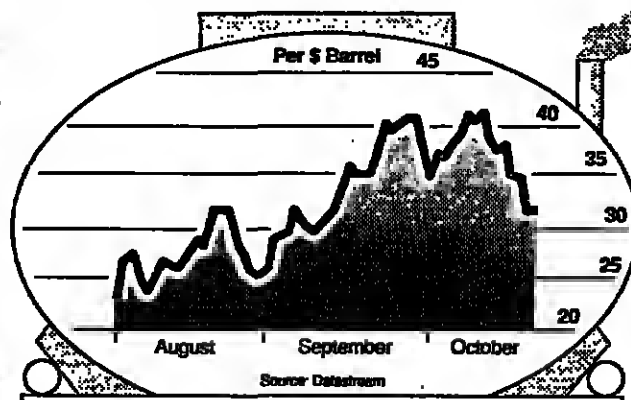
THE collapse in oil prices since the beginning of last week has been spectacular yet has caught few people by surprise. A diverse group of influential people, from Sheikh Ahmed Zaki Yamani, the former Saudi oil minister, to Sir Peter Holmes, chairman of Shell, have repeatedly said that, on fundamental grounds of supply and demand, \$40 oil could not be justified.

Yesterday December Brent slipped another \$3.40 to \$27.35 in London, falling below \$30 for the first time in six weeks. Edward Heath's visit to Baghdad was the catalyst for the latest decline but oil prices were already firmly in reverse and with the prospect of peace now arguably brighter than at any time since the invasion of Kuwait on August 2, prices seem unlikely to recover.

Mehdi Varzi, the Kleinwort Benson analyst, forecasts an average price of \$30 for Brent crude during the final quarter of 1990. Assuming no escalation of the confrontation in the Middle East, he expects an average of between \$22 and \$25 for 1991.

"The market is much more optimistic that war can be avoided. There has been a snowballing of peace talks without anything actually happening and that has been reflected in the price," he said.

Mr Varzi believes the decline in oil prices was triggered



by optimistic comments by Yevgeny Purnakov, a special envoy of Mikhail Gorbachev, who visited Baghdad on October 6. Since then a succession of representatives of the American-led alliance has visited Baghdad and voiced hopes of a peaceful solution.

There is also evidence that the economic embargo of Iraq is biting. The introduction of petrol rationing has left little doubt that the country is suffering hardship.

Yesterday, Prince Sultan Ibn Abdulaziz, the Saudi defence minister, said his

country "sees no harm in any Arab country giving its Arab sister land, a site or a position on the sea," providing the strongest hint yet that Kuwait may be put under pressure to make territorial concessions.

Against this background the price of oil was not sustainable beyond \$40. Opec has moved swiftly to compensate for the loss of 4.5 million barrels of oil a day from Iraq and Kuwait and the balance between supply and demand has been restored. Kleinwort Benson estimates that oil consumption by countries outside

the former Centrally Planned Economies would average 53.4 million barrels of oil per day (bpd), with a call on oil produced by Opec nations of about 23 million. Mr Varzi is now looking for a growth in global demand for oil next year of just 0.5 per cent to 53.7 million barrels. The suspension by Opec of quotas has allowed members to restore the cartel's output to within striking distance of pre-invasion levels. Output is expected to reach 23 million bpd in December, restoring the balance between supply and demand through the winter.

Now analysts are gazing into crystal balls to assess the downside should peace reign. The first problem Opec must tackle will be to bring Iraqi and Kuwaiti oil back on stream without causing a major imbalance between demand and supply and forcing prices sharply lower.

At the same time Saudi Arabia, which has played a key role in restoring stability to oil markets by increasing production to 7.5 million bpd, will not wish to see prices plummet. It faces the prospect of maintaining a substantial military presence in the region and can only bear the financial burden by maintaining oil revenues. It will not tolerate a price below Opec's official benchmark of \$21.

MARTIN BARROW

## THE TIMES CITY DIARY

### Fax saps green effort at Caird

COMPANIES that make money from the disposal of toxic waste find it difficult to convince the public of their good intentions towards the environment, but one cannot help admiring their efforts. Caird, the waste disposal company at the wrong end of a takeover bid by Severn Trent, was the first to commission an independent environmental audit, and surprised cynics by making the report's contents public, even though it contained criticism of some of the company's sites. Like other environmentally sensitive companies, Caird prints its press releases and correspondence on "100 per cent recycled paper", as the first page of every circular proudly proclaims. It is said, therefore, that correspondence from the company and its advisers during the current corporate contest may not be so enlightened. Several press releases have been received by fax on paper that is decidedly less environmentally friendly — even though Caird's slogan is reproduced every time. "I reckon several trees will have been cut down and shoved through our fax before this one is resolved," says one bemused analyst.

### Historic journey

MORE than 1,000 years of Thameside history in a City tourist attraction are oo-

course for completion, despite the collapse of Rush & Tompkins, the building firm that was originally carrying out work on the site at Tower Hill. Willmott Dixon, the privately owned construction company, took over the contract and is busily creating the attraction within a series of renovated wine vaults — part of a network stretching several miles underground — in time to receive visitors next summer. The main feature of the new look vaults, which have been designed by the Culverin Consortium in conjunction with the Museum of London, will be the Tower Hill Pageant, London's first "dark ride" museum. Visitors will be transported on automated rides through tableaux depicting centuries of City of London history. Enjoying



"You'll have Sir James Goldsmith after you"

similar technology to that used in the Jorvik Centre in York, tourists will also be able to "smell" events. Other levels in the vaults will be taken up with restaurants and specialist shops. Willmott Dixon, whose joint chairman Ian Dixon was last year's president of the Chartered Institute of Building, plans to have its part of the contract finished by February. Meanwhile, members of the public who enjoy discussing political, social and religious matters during week days at Tower Hill, which falls within the boundaries of the site, have been delighted to find the passage of free speech unimpeded, despite the hoardings — good news indeed for Lord Soper, the leading Methodist oow aged 87, who has made speeches from the site regularly since 1926.

### A bull market

OFFICE parties are likely to be even more embarrassing than usual this year for some senior executives of stock-broking and corporate finance firms. For in place of the traditional river cruise or Karpoke evening, City companies are said to be queuing up to hire the latest test of macho male dominance — a mechanical bull. The bull, one of only eight in Britain, is being hired out by the Rodeo Roadshow, a new company which bills itself as the last word in corporate entertainment. "There are a lot of would-be cowboys out there," says Benjamin Cocks, a former telephone salesman, who

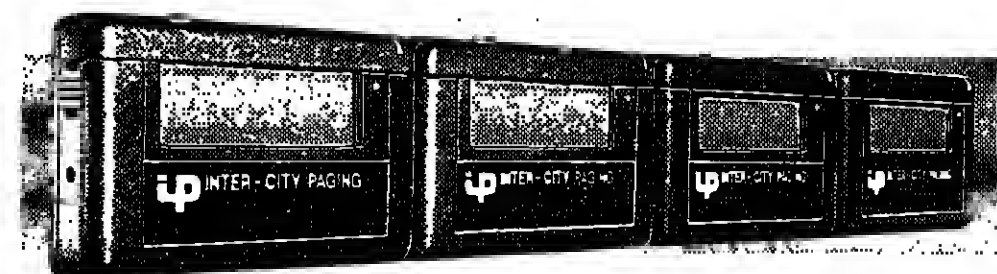
set up the Lancashire company eight weeks ago and reports strong interest from within the Square Mile. "Morgan Grenfell seems particularly keen on the idea," adds Cocks, whose cousin William Holt runs Shirt Point, the City laundry service. The mechanical bull can huck, twist and turn at a furious rate, at a cost of £425 a session, and comes with a large air mattress to protect revellers from serious injury.

### Guinness record

THE recently published 1991 edition of the Guinness Book of Records, known for its grasp of unusual facts, has made a curious omission. Under the heading of the heaviest fine ever imposed by a British court are details of a £25,000 fine imposed on December 10, 1983, on the National Graphical Association for illegal picketing of the Messenger newspaper plant, owned by Eddy Shah. Bufts in the City and elsewhere will, of course, know that that honour now belongs to Gerald Ronson, who was fined £5 million for his part in the Guinness affair. "It is all a bit embarrassing," admits a source close to the Guinness empire, explaining that, in order to get the book into the shops in time for the Christmas rush, the publishing deadline had fallen several weeks before the conclusion of the Guinness trial on August 28.

CAROL LEONARD

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# Darby Glass slips to £870,000 as demand from builders falls

By PHILIP PANGALOS

DARBY Group, the USM specialist glass manufacturer, suffered a decline in first-half profits as a result of the difficult market conditions affecting the building and construction sectors.

Michael Darby, the chairman, said that the first quarter had been "very satisfactory", but that orders had tailed off in the second quarter "quite dramatically".

Pre-tax profits slipped from £967,000 to £870,000 in the six months to end-August, although turnover advanced 35.7 per cent to £6.97 million. About 12 per cent of the growth in sales was organic, with the balance from acquired businesses.

Earnings per share slipped from 4.4p to 4.1p, although the interim dividend is maintained at 1.2p.

Mr Darby said the company has been affected by reduced demand from the construction industry, which accounts for about 60 per cent of the group's sales. Pressure on prices squeezed margins, although market share has risen.

Sales of the group's Red-bourne windows and doors, which are dependent on the new-build market, were static, although there has been an increase in the sale of toughened-glass products.

Mr Darby said: "We're operating a tight ship and we're generating cash well, with



Running a tight ship: Michael Darby, of Darby Glass

France. This is a significant step for us." The French operation, due to come on stream in January, will have a "major impact in the next financial year". The shares slipped 5p to 98p.

## Vicious circle of investment

From Emeritus Professor D A Bell

Sir, The OECD publishes (in Main Economic Indicators) an index number of industrial production of investment goods in each country; and in the UK this shows no progress during the 1970s while other countries (I chose USA and Italy for comparison) went ahead by 45 per cent to 55 per cent.

The result is that the UK alone had production of investment goods in 1981 less than in 1970, while others lost only a fraction of their 1970s gain of around 50 per cent.

Some growth in the UK has been achieved since 1981, but the gap from the 1970s is not being made up. Consequently modernisation and expansion of British industry is likely to involve import of capital goods which have been increasing as a percentage of total imports from 1976 to 1989.

It is in fact a vicious circle—reducing the deficit requires investment to make British industry more competitive in both home and overseas markets and this would increase the imports of capital goods—and the manipulation of interest rates and exchange rates, in or out of the ERM, cannot break it.

The temporary growth in the economy at 4 per cent per annum was in money terms, as measured by the GDP, and only concealed the industrial problem.

Yours faithfully  
D A BELL,  
87 East End,  
Wokingham, Wokingham.

## Committee would protect shareholders' interests

From Mr K. R. H. Allen

Sir, The threat of withdrawal of bank support from Polly Peck is only the latest example of the mass of shareholder owners of a company finding themselves totally disenfranchised. It is time that company law was changed to give shareholders a chance to protect their interests before the company they own ends up in the maws of an administrator or liquidator whose principal interest will be that of the creditors.

In the event of creditors withdrawing their support from a public limited company, and the directors being unable to restore the company's overall credit, a shareholders' committee should be formed within seven days. This committee which might consist of 12 members should have the power to negotiate

with the creditors; firstly over an acceptable change in management, secondly over the raising of additional capital from shareholders on the basis of an agreed outline business plan. It would have the power to bind the company, and have full access to the company's auditors and company executives.

The committee should consist of a mixture of institutional and private shareholders. All institutional shareholders would be eligible for membership. Private shareholders would be eligible if they had volunteered when acquiring their shares. A computer should select the committee at random from eligible shareholders on the register. Selected members would have to confirm that they had not sold their shares in the meantime, and would not be allowed

to sell before negotiations were finalised with the creditors. For this reason, selected shareholders would have the right to refuse election to the committee.

In the event of the shareholders' committee and creditors being unable to come to an agreement after 14 days, the issue should go to a suitably qualified arbitration tribunal which would make a decision, either based upon the shareholders' position, or upon the creditors' position. This would encourage both parties to make moderate proposals. If the shareholders committee rejected the decision, then the creditors would be able to exercise in full the rights that currently exist.

Yours faithfully,  
K. R. H. ALLEN,  
23 Pembroke Gardens Close,  
W8.

## Blanket awards of wages councils

From Mr G. M. Feiner

Sir, Will the prime minister's statement that it is "quite wrong" for (wage) settlements simply to follow the retail price index constitute a proper and acceptable defence against any failure to meet the inevitable increase which will be awarded by a wages council.

If not, it is not only wrong but indefensible for the government to retain these councils whose selective but blanket awards are unrelated to either productivity or profitability.

Yours,  
GEORGE M. FEINER,  
6 Lion Street, Brecon, Powys.

## Salary rises damage CBI's credibility

From Mr R. M. Purcell

Sir, Mr G. B. Miller's letter (Business Letters, October 2) demonstrates succinctly the contribution which Confederation of British Industry members themselves have made to the current rate of inflation.

He is well supported by the PE-Income figures of October 3 showing average increase in basic salaries of executives of 12.3 per cent in the 12 months to July against inflation of 9.8 per cent. This not only a shockingly bad example but must strengthen the hands of those who would be happy to see the present business sys-

tem much more circumscribed and fettered than it is now.

Mr Benham and the CBI will not regain any serious credibility for their views on interest rates and inflation until executives stop rewarding themselves well above the rate of inflation and paying themselves percentage rises well above percentage increases accorded to their workforce.

Yours faithfully,  
R. M. PURCELL,  
French Mill Cottage,  
French Mill Lane,  
Shaftesbury,  
Dorset.

## Do not forget 'rape' of Cyprus

From Professor G. S. Panayi

Sir, David Brewerton's long and minutely detailed account of the woes of Polly Peck contained the amazing statement that "whole crops used to fall from the citrus groves to rot upon the ground" until "Nadir set up his cardboard factories to pack and export fruit". The explanation is that their Greek Cypriot owners had been forcibly expelled from their land by the Turkish army during their barbarous invasion of Cyprus in 1974.

Mr Brewerton, and others, should ask themselves how much of the earnings of Mr Nadir's company is based on the exploitation of stolen property and the creation of a four wage and high inflation economy in northern Cyprus. The world is rightly outraged by Iraq's despoliation of Kuwait but it should not forget the rape of Cyprus.

Yours faithfully,  
GABRIEL PANAYI,  
13 Bittary Park Avenue, NW7.

## Matter of millions

From Mr S. Hugh-Jones

Sir, Who on earth told your media correspondent that *Financial Weekly* was "losing £3 million a year" when its then owners closed it in 1982? That is about three times the true figure... and five times what the figure had been until those owners, for quite extraneous reasons, rashly decided to send it free to 60,000 ex-readers of an accounting weekly that they had just closed.

Yours faithfully,  
STEPHEN HUGH-JONES,  
97 Abbey House,  
Garden Road, NW8.

# A BREAKTHROUGH FOR BRITAIN YOU COULD SHARE IN IT

Eurotunnel's transport system is planned to be operational

in 1993. Over 70 miles of tunnels have now been bored, out of a total of 94 miles. The service tunnel, one of three tunnels which will link the UK and France, is close to breakthrough.

Eurotunnel will revolutionise the UK's passenger and freight transport links with continental Europe and you could share in it. A rights issue of new Eurotunnel shares is planned for November this year. Shareholders and new investors who participate may be eligible for new travel privileges.

If you want to know more, ring the Eurotunnel Share Information Line below for further information and to be sent

a prospectus in due course.



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# 0800 300 393

Investment in Eurotunnel involves a significant degree of risk. The value of shares and rights to subscribe for shares can go down as well as up. Investments in the Eurotunnel Rights Issue should be made only on the basis of information contained in the prospectus which is to be published in due course. If you are considering investing in Eurotunnel, it is recommended that you consult an appropriate professional adviser. Issued by Eurotunnel PLC and Eurotunnel SA and approved by Morgan Grenfell & Co. Limited, a member of The Securities Association, for the purpose of section 97 of the Financial Services Act 1986.

## LONDON TRADED OPTIONS

Call					Put				
Series	Nov	Feb	May	Nov	Feb	May	Nov	Feb	May
Amst/Amst	140	16	21	26	29	8	10	12	14
(F102)	180	24	29	34	37	10	12	14	16
Polys/Polys	220	32	37	42	45	11	13	15	17
Suspected	260	40	45	50	53	12	14	16	18
Foundational	300	48	53	58	61	13	15	17	19
(F202)	340	56	61	66	69	14	16	18	20
(F302)	380	64	69	74	77	15	17	19	21
(F402)	420	72	77	82	85	16	18	20	22
Call & Inter.	460	80	85	90	93	17	19	21	23
Tenard	500	88	93	98	101	18	20	22	24
(F502)	540	96	101	106	109	19	21	23	25
(F602)	580	104	109	114	117	20	22	24	26
(F702)	620	112	117	122	125	21	23	25	27
(F802)	660	120	125	130	133	22	24	26	28
(F902)	700	128	133	138	141	23	25	27	29
(F1002)	740	136	141	146	149	24	26	28	30
(F1102)	780	144	149	154	157	25	27	29	31
(F1202)	820	152	157	162	165	26	28	30	32
(F1302)	860	160	165	170	173	27	29	31	33
(F1402)	900	168	173	178	181	28	30	32	34
(F1502)	940	176	181	186	189	29	31	33	35
(F1602)	980	184	189	194	197	30	32	34	36
(F1702)	1020	192	197	202	205	31	33	35	37
(F1802)	1060	200	205	210	213	32	34	36	38
(F1902)	1100	208	213	218	221	33	35	37	39
(F2002)	1140	216	221	226	229	34	36	38	40
(F2102)	1180	224	229	234	237	35	37	39	41
(F2202)	1220	232	237	242	245	36	38	40	42
(F2302)	1260	240	245	250	253	37	39	41	43
(F2402)	1300	248	253	258	261	38	40	42	44
(F2502)	1340	256	261	266	269	39	41	43	45
(F2602)	1380	264	269	274	277	40	42	44	46
(F2702)	1420	272	277	282	285	41	43	45	47
(F2802)	1460	280	285	290	293	42	44	46	48
(F2902)	1500	288	293	298	301	43	45	47	49
(F3002)	1540	296	301	306	309	44	46	48	50
(F3102)	1580	304	309	314	317	45	47	49	51
(F3202)	1620	312	317	322	325	46	48	50	52
(F3302)	1660	320	325	330	333	47	49	51	53
(F3402)	1700	328	333	338	341	48	50	52	54
(F3502)	1740	336	341	346	349	49	51	53	55
(F3602)	1780	344	349	354	357	50	52	54	56
(F3702)	1820	352	357	362	365	51	53	55	57
(F3802)	1860	360	365	370	373	52	54	56	58
(F3902)	1900	368	373	378	381	53	55	57	59
(F4002)	1940	376	381	386	389	54	56	58	60
(F4102)	1980	384	389	394	397	55	57	59	61
(F4202)	2020	392	397	402	405	56	58	60	62
(F4302)	2060	400	405	410	413	57	59	61	63
(F4402)	2100	408	413	418	421	58	60	62	64
(F4502)	2140	416	421	426	429	59	61	63	65
(F4602)	2180	424	429	434	437	60	62	64	66
(F4702)	2220	432	437	442	445	61	63	65	67
(F4802)	2260	440	445	450	453	62	64	66	68
(F4902)	2300	448	453	458	461	63	65	67	69
(F5002)	2340	456	461	466	469	64	66	68	70
(F5102)	2380	464	469	474	477	65	67	69	71
(F5202)	2420	472	477	482	485	66	68	70	72
(F5302)	2460	480	485	490	493	67	69	71	73
(F5402)	2500	488	493	498	501	68	70	72	74
(F5502)	2540	496	501	506	509	69	71	73	75
(F5602)	2580	504	509	514	517	70	72	74	76
(F5702)	2620	512	517	522	525	71	73	75	77
(F5802)	2660	520	525	530	533	72	74	76	78
(F5902)	2700	528	533	538	541	73	75	77	79
(F6002)	2740	536	541	546	549	74	76	78	80
(F6102)	2780	544	549	554	557	75	77	79	81
(F6202)	2820	552	557	562	565	76	78	80	82
(F6302)	2860	560	565	570	573	77	79	81	83
(F6402)	2900	568	573	578	581	78	80	82	84
(F6502)	2940	576	581	586	589	79	81	83	85
(F6602)	2980	584	589	594	597	80	82	84	86
(F6702)	3020	592	597	602	605	81	83	85	87
(F6802)	3060	600	605	610	613	82	84	86	88
(F6902)	3100	608	613	618	621	83	85	87	89
(F7002)	3140	616	621	626	629	84	86	88	90
(F7102)	3180	624	629	634	637	85	87	89	91
(F7202)	3220	632	637	642	645	86	88	90	92
(F7302)	3260	640	645	650	653	87	89	91	93
(F7402)	3300	648	653	658	661	88	90	92	94
(F7502)	3340	656	661	666	669	89	91	93	95
(F7602)	3380	664	669	674	677	90	92	94	96
(F7702)	3420	672	677	682	685	91	93	95	97
(F7802)	3460	680	685	690	693	92	94	96	98
(F7902)	3500	688	693	698	701	93	95	97	99
(F8002)	3540	696	701	706	709	94	96	98	100
(F8102)	3580	704	709	714	717	95	97	99	101
(F8202)	3620	712	717	722	725	96	98	100	102
(F8302)	3660	720	725	730	733	97	99	101	103
(F8402)	3700	728	733	738	741	98	100	102	104
(F8502)	3740	736	741	746	749	99	101	103	105
(F8602)	3780	744	749	754	757	100	102	104	106
(F8702)	3820	752	757	762	765	101	103	105	107
(F8802)	3860	760	765	770	773	102	104	106	108
(F8902)	3900	768	773	778	781	103	105	107	109
(F9002)	3940	776	781	786	789	104	106	108	110
(F9102)	3980	784	789	794	797	105	107	109	111
(F9202)	4020	792	797	802	805	106	108	110	112
(F9302)	4060	800	805	810	813	107	109	111	113
(F9402)	4100	808	813	818	821	108	110	112	114
(F9502)	4140	816	821	826	829	109	111	113	115
(F9602)	4180	824	829	834	837	110	112	114	116
(F9702)	4220	832	837	842	845	111	113	115	117
(F9802)	4260	840	845	850	853	112	114	116	118
(F9902)	4300	848	853	858	861	113	115	117	119
(F10002)	4340	856	861	866	869	114	116	118	120
(F10102)	4380	864	869	874	877	115	117	119	121
(F10202)	4420	872	877	882	885	116	118	120	122
(F10302)	4460	880	885	890	893	117	119	121	123
(F10402)	4500	888	893	898	901	118	120	122	124
(F10502)	4540	896	901	906	909	119	121	123	125
(F10602)	4580	904	909	914	917	120	122	124	126
(F10702)	4620	912	917	922	925	121	123	125	127
(F10802)	4660	920	925	930	933	122	124	126	128
(F10902)	4700	928	933	938	941	123	125	127	129
(F11002)	4740	936	941	946	949	124	126	128	130
(F11102)	4780	944	949	954	957	125	127	129	131
(F11202)	4820	952	957	962	965	126	128	130	132
(F11302)	4860	960	965	970	973	127	129	131	133
(F11402)	4900	968	973	978	981	128	130	132	134
(F11502)	4940	976	981	986	989	129	131	133	135
(F11602)	4980	984	989	994	997	130	132	134	136
(F11702)	5020	992	997	1002	1005	131	133	135	137
(F11802)	5060	1000	1005	1010	1013	132	134	136	138
(F11902)	5100	1008	1013	1018	1021	133	135	137	139
(F12002)	5140	1016	1021	1026	1029	134	136	138	140
(F12102)	5180	1024	1029	1034	1037	135	137	139	141
(F12202)	5220	1032	1037	1042	1045	136	138	140	142
(F12302)	5260	1040	1045	1050	1053	137	139	141	143
(F12402)	5300	1048	1053	1058	1061	138	140	142	144
(F12502)	5340	1056	1061	1066	1069	139	141	143	145
(F12602)	5380	1064	1069	1074	1077	140	142	144	146
(F12702)	5420	1072	1077	1082	1085	141	143	145	147
(F12802)	5460	1080	1085	1090	1093	142	144	146	148
(F12902)	5500	1088	1093	1098	1101	143	145	147	149
(F13002)	5540	1096	1101	1106	1109	144	146	148	150
(F13102)	5580	1104	1109	1114	1117	145	147	149	151
(F13202)	5620	1112	1117	1122	1125	146	148	150	152
(F13302)	5660	1120	1125	1130	1133	147	149	151	153
(F13402)	5700	1128	1133	1138	1141	148	150	152	154
(F13502)	5740	1136	1141	1146	1149	149	151	153	155
(F13602)	5780	1144	1149	1154	1157	150	152	154	156
(F13702)	5820	1152	1157	1162	1165	151	153	155	157
(F13802)	5860	1160	1165	1170	1173	152	154	156	158
(F13902)	5900	1168	1173	1178	1181	153	155		



## Strength of yen helps Nikkei rise 589 points

Tokyo SHARES closed higher, marking the first time in 1990 the Nikkei average has shown gains for six consecutive days. Trade was active as a strong yen, lower oil prices and gains on Wall Street had investors shopping for blue chips and domestic demand-linked issues, brokers said.

The Nikkei index ended up 589.37 points, or 2.41 per cent, to 25,070.86 with 600 million shares traded.

"With the Nikkei defying gravity like this, volume is directly proportional to how many sellers there are," one broker said. "That is to say, there hasn't been a shortage of buyers out there for more than a week."

In the first 15 minutes of trade, the Nikkei rose 176.57 points above Friday's close of 24,481.49. By mid-afternoon, the index was 750 points higher, before profit-taking brought it to its closing level.

"It was like climbing the high altitudes of a mountain," said a broker at a Japanese house. "If you go slowly you're fine, but the minute you try to climb too quickly you get tired and run out of energy."

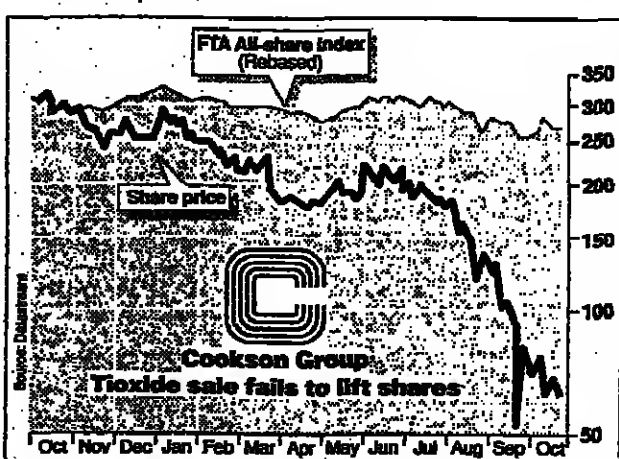
Advancing shares outpaced declining shares by more than six to one. The 600 million shares traded compared with 1.1 billion traded on Friday.

"This is basically a continuation of what we saw on Friday morning," one broker said. "Friday's gains were lukewarm because they were capped by all that profit-taking and position-squaring ahead of the weekend. But for now the basic trend is bullish."

Firmer bond prices and scattered index buying helped the Nikkei close above 25,000 for the first time since September 13.

The dollar weakened against the yen but, brokers said, at current levels the yen was still helping support stock prices. The dollar closed at ¥126.25.

## Shares uncertain despite boost from trade figures



FTSE 100 index (Rebased)

Oct '89 Nov '89 Dec '89 Jan '90 Feb '90 Mar '90 Apr '90 May '90 Jun '90 Jul '90 Aug '90 Sep '90 Oct '90

Shares price

Cookson Group

Tioxide sale fails to lift shares

Oct '89 Nov '89 Dec '89 Jan '90 Feb '90 Mar '90 Apr '90 May '90 Jun '90 Jul '90 Aug '90 Sep '90 Oct '90

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few years. Rises were seen in Anglian, 4p to 228p; Northumbrian, 7p to 237p; North West, 5p to 231p; Southern, 3p to 204p; South West, 4p to 225p; Thames, 4p to 233p; Welsh, 5p to 246p; Wessex, 4p to 223p; and Yorkshire, 1p to 236p. The water package also reflected the change in sentiment with a rise of 68.8 to 12.268.

The bank also shrugged off nervousness and attracted selective support, although best levels were not always held. Midland Bank, a weak market of late, since Hongkong & Shanghai Bank said it had postponed the possibility of closer working links for the time being, rose 9p to 203p. Barclays Bank also rallied 5p to 362p after denying press reports of a pending rights issue and plans to split the company in two. Sir John Quinlan, the chairman, said: "Newspaper reports that Barclays is to split into two are wrong. No rights issue is contemplated. Barclays is one of the strongest capitalised banks in the world."

Meanwhile, National Westminster Bank firmed 2p to 257p and Lloyds Bank shed 1p to 275p.

The insurance sector, which has been a volatile market recently, was weighed down by several companies going ex-dividend. They included General Accident, down 13p to 453p, and Guardian Royal Exchange, 3p lower at 184p. Commercial Union eased 2p to 160p, but Royal Insurance recovered an early fall to finish 1p firmer at 380p. Sun Alliance held steady at 301p.

Berford International, the troubled food manufacturer and commodity broker, perked up 2p to 38p, helped by weekend reports that Hanson may join the bidding for its British Sugar subsidiary, Associated British Foods, 1p lighter at 398p, and Tate & Lyle, 1p easier at 247p, have both expressed an interest in British Sugar.

The Hang Seng index rose 24.8 to 3,016.75.

● Sydney — The breakdown in American budget talks cut short expected gains on the Australian share market after Wall Street and then Tokyo's Nikkei index surged sharply.

The All-Ordinaries index closed 4.1 points weaker at 1,364.6.

## WORLD MARKETS

### Early fall in Dow on profit taking

New York AFTER recouping most early losses, American blue chips fell to fresh session lows in late morning on a round of profit-taking.

Earlier, shares recovered as crude oil fell sharply after a Saudi Arabian official suggested territorial concessions to Iraq.

James Andrews, manager of equity trading at Janney Montgomery Scott, said selling pressure continues because many investors are waiting for an American budget agreement before moving back into equities.

The Dow Jones industrial average fell 30.94 to 2,489.85.

● Frankfurt — German shares closed mixed with a lower high after a day of directionless trading. The Dax index ended the session 7.58 points, or 0.5 per cent, lower at 1,474.51.

Dealers said prices eased on uncertainty about the Gulf tension, on worries that American shares could fall sharply and on concern about weak German corporate results.

● Singapore — The Singapore stock market closed on a firm note as investors went on a buying spree following the Malaysian ruling coalition's landslide victory in the general election at the weekend.

The Straits Times industrial index climbed 33.38 points, or 2.92 per cent, to end at 1,173.23.

● Hong Kong — Hong Kong blue chips and speculative second liners climbed steadily in reasonably active trade, given the recent sluggishness caused by the Gulf tension.

The Hang Seng index rose 24.8 to 3,016.75.

● Sydney — The breakdown in American budget talks cut short expected gains on the Australian share market after Wall Street and then Tokyo's Nikkei index surged sharply.

The All-Ordinaries index closed 4.1 points weaker at 1,364.6.

## WALL STREET

Oct 22		Oct 19		Oct 22		Oct 19	
close		close		midday		close	
5%	43%	Enron	56%	59%			
6%	35%	Entergy	20%	20%			
7%	12%	Envy	24%	24%			
8%	47%	Exxon	45%	48%			
9%	31%	Fed NMA	28	27%			
10%	18%	Pearl Exps	39%	38%			
11%	11%	Ft Norstar	11	10%			



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# Portfolio

PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you your overall total and check against the daily dividend figure. If it matches you have your money safely in the fund. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Gr. Portland	Property	
2	South West	Water	
3	Land Sec. (a)	Property	
4	Barclays (a)	Banking	
5	Concorde	Property	
6	Scott & New (a)	Banking	
7	Wentworth	Water	
8	RTK (a)	Industrial A-D	
9	Importers (a)	Chemicals P-D	
10	Cable Wireless (a)	Electronics	
11	Allied Irish	Banking	
12	Highland Dist.	Food	
13	Telecom (a)	Electronics	
14	Thames Water	Water	
15	Booker	Food	
16	Charmfield	Property	
17	Greene King	Food	
18	Ratons Group	Food	
19	Nitin Foods (a)	Food	
20	Multimedia	Electronics	
21	Severn Trent	Water	
22	Power Corp.	Property	
23	Stannington	Industrial A-D	
24	Midland (a)	Banking	
25	Tangerine	Food	
26	Park Foods	Food	
27	Deven	Food	
28	General Nat.	Banking	
29	Independent	Newsprint	
30	Carlson Ocean	Food	
31	BICC (a)	Electronics	
32	Drayton P. (a)	Food	
33	Northumbria	Water	
34	Loans (a)	Banking	
35	Asac Br. Ports	Transport	
36	Smiths (a)	Industrial A-D	
37	Smiths (a)	Industrial A-D	
38	Smiths (a)	Industrial A-D	
39	Smiths (a)	Industrial A-D	
40	Smiths (a)	Industrial A-D	
41	Smiths (a)	Industrial A-D	
42	Smiths (a)	Industrial A-D	
43	Smiths (a)	Industrial A-D	
44	Smiths (a)	Industrial A-D	

Please take into account any minus signs

Weekly Dividend  
Please make a note of your daily totals for the weekly dividend of £4,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	SUN

Two readers won yesterday's Portfolio Platinum prize. They are Mr John Keeler, of Plough Lane, Upper Harbledown, Kent, and Mr Ian Graver, of Aylesford Avenue, Beckenham, Kent, who share £4,000.

## BRITISH FUNDS

1990	High	Low	Stock	Price	Change	%	P/E

## SHORTS (Under Five Years)

1990	High	Low	Stock	Price	Change	%	P/E

## FIVE TO FIFTEEN YEARS

1990	High	Low	Stock	Price	Change	%	P/E

## OVER FIFTEEN YEARS

1990	High	Low	Stock	Price	Change	%	P/E

## UNDATED

1990	High	Low	Stock	Price	Change	%	P/E

## INDEX-LINKED

1990	High	Low	Stock	Price	Change	%	P/E

## BANKS, DISCOUNT, HP

1990	High	Low	Stock	Price	Change	%	P/E

ACCOUNT DAYS: Dealings began October 22. Dealings end November 2. Contango day November 5. Settlement day November 12. Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (a) denotes Alpha Stocks.

(VOLUMES PAGE 26)

## STOCK EXCHANGE PRICES

## Little demand

1990	High	Low	Company	Price	Change	%	P/E

## BREWERIES

1990	High	Low	Company	Price	Change	%	P/E

## BUILDING, ROADS

1990	High	Low	Company	Price	Change	%	P/E

## FINANCE, LAND

1990	High	Low	Company	Price	Change	%	P/E

## FINANCIAL TRUSTS

1990	High	Low	Company	Price	Change	%	P/E

## FOODS

1990	High	Low	Company	Price	Change	%	P/E

## CHEMICALS, PLASTICS

1990	High	Low	Company	Price	Change	%	P/E

## DRAPERY, STORES

1990	High	Low	Company	Price	Change	%	P/E

## HOTELS, CATERERS

1990	High	Low	Company	Price	Change	%	P/E

## INDUSTRIALS A-D

1990	High	Low	Company	Price	Change	%	P/E

1990	High	Low	Company	Price	Change	%	P/E

## E-K

1990	High	Low	Company	Price	Change	%	P/E

## L-R

1990	High	Low	Company	Price	Change	%	P/E

## S-Z

1990	High	Low	Company	Price	Change	%	P/E

## OVERSEAS TRADERS

1990	High	Low	Company	Price	Change	%	P/E

## PAPER, PRINT, ADVERTISING

1990	High	Low	Company	Price	Change	%	P/E

## PROPERTY

1990	High	Low	Company	Price	Change	%	P/E

## SHOES, LEATHER

1990	High	Low	Company	Price	Change	%	P/E

## TEXTILES

1990	High	Low	Company	Price	Change	%	P/E

## TOBACCOS

1990	High	Low	Company	Price	Change	%	P/E

1990	High	Low	Company	Price	Change	%	P/E

## INSURANCE

1990	High	Low	Company	Price	Change	%	P/E

## LEISURE

1990	High	Low	Company	Price	Change	%	P/E

## MINING

1990	High	Low	Company	Price	Change	%	P/E

## MOTOR, AIRCRAFT

1990	High	Low	Company	Price	Change	%	P/E

## NEWSPAPERS, PUBLISHERS

1990	High	Low	Company	Price	Change	%	P/E

## OILS, GAS

1990	High	Low	Company	Price	Change	%	P/E

## WATER

1990	High	Low	Company	Price	Change	%	P/E

## WATER

1990	High	Low	Company	Price	Change	%	P/E

## WATER

1990	High	Low	Company	Price	Change	%	P/E

# Portfolio

PLATINUM

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DAILY DIVIDEND  
£2,000

Claims required for +47 points

Claimants should ring 0254-53272

1990	High	Low	Company	Price	Change	%	P/E

## OVERSEAS TRADERS

1990	High	Low	Company	Price	Change	%	P/E

## PAPER, PRINT, ADVERTISING

1990	High	Low	Company	Price	Change	%	P/E

## PROPERTY

1990	High	Low	Company	Price	Change	%	P/E

## SHOES, LEATHER

1990	High	Low	Company	Price	Change	%	P/E

## TEXTILES

1990	High	Low	Company	Price	Change	%	P/E

## TOBACCOS

1990	High	Low	Company	Price	Change	%	P/E

## TRANSPORT

1990	High	Low	Company	Price	Change	%	P/E

## WATER

1990	High	Low	Company	Price	Change	%	P/E

## WATER

1990	High	Low	Company	Price	Change	%	P/E

Ex dividend • Ex alt b Forecast dividend • Interim payment passed • Price in suspension of dividend and yield assumes a special payment in Pre-merger figures • Forecast earnings • Ex other • Ex rights • Ex scrip or share split • Tax-free • No significant data.



# New role in the search for unity in Europe

Italy has been accused in the past of having no foreign policy, but nobody would dare level the accusation these days. While other European countries gaze with a mixture of awe and thinly suppressed anxiety at the new Germany rising in the heart of the Cootioot, Italy has thrown itself with feverish energy into the task of playing an active role in the new European order.

Italy's foreign policy, long a byword for understatement and discretion, was relaunched in the summer of 1989 with the arrival of Italy's remarkable foreign minister, Gianni De Michelis. Since then, and in particular since July this year, when Italy assumed the presidency of the European Community, an active foreign policy has been visible on all fronts.

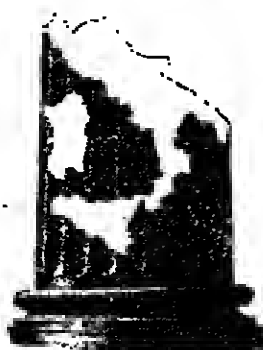
The Italian presidency has been marked by a torrent of diplomatic initiatives underlining Rome's commitment to the economic and political unity of Europe. In contrast to the United Kingdom, and indeed Germany, Italy has made no bones about its official view that its long-term aims in Europe are nothing short of complete unification.

"This is a process that Italy regards with the greatest of pleasure, and it is a process in which Italy will do all it can, now during its presidency and afterwards, to assist," is how the Italian foreign ministry, which has an unusually high profile these days, puts it.

The process will culminate in December with two important inter-governmental conferences in Rome, on political integration in the EC and economic and monetary union, which will be followed by a summit meeting. At all of them Italy will be in the chair, and it has put forward some radical ideas for consideration.

The Italian style has caused some exasperation among other EC member countries, not least those which, like Britain, are out of sympathy with Italian objectives. The criticism is that the Italians are stronger on rhetoric than practicality, and that while launching a series of far-reaching initiatives, they have not done enough to promote the less dramatic business of reaching agreement on the many contentious issues that divide the 12 member countries.

However, possibly because for historical reasons it has no strong



As the European Community faces up to some important decisions intended to bring about greater integration, Italy is

playing a dynamic role. Richard Bassett explains the politics of a country that sees itself as the seat of European culture

nationalist feeling, Italy has long been a strong supporter of European integration. Italian diplomats and members of the Italian government are adamant that although there are great differences between the member states, unity can eventually be achieved. They are also convinced that Italy, as the traditional "seat of European culture", can help this process.

Italy believes that formal integration on a political and economic level among the 12 must lead to greater co-ordination in Europe's foreign policy. The dramatic events in eastern Europe last year have given a great boost to the idea that "Europe should

After the boom that has enriched Italy, prosperity appears to have taken firm root in the northern and central regions

lapse of regimes in eastern Europe, it launched last year an initiative aimed at improving links between Austria, Hungary, Czechoslovakia, Yugoslavia and itself. This is seen as a method of strengthening regional security in an uncertain area that is prone to ethnic tensions, and as a means of creating some counterpoise to a reunified Germany.

The initiative has had some success, managing to bring the five

De Michelis and Giulio Andreotti, the prime minister, on the best approach towards the Gulf problem. Signor Andreotti makes no secret of the fact that he favours extreme caution in the Gulf, while Signor De Michelis believes Italy should be more robust in its military commitment in the area. The Italians have sent two frigates and a squadron of Tornado aircraft.

The Italians believe that events in the Gulf could influence the EC meetings in December, and that if war broke out, it could shatter hopes of a joint foreign policy. "We must hope that this summit does not take place against the background of a war which would only throw into sharp relief our differences," one of Signor De Michelis's assistants says.

At the prompting of Signor De Michelis, Italy has been active in several areas outside the EC. Faced with the imminent collapse of regimes in eastern Europe, it launched last year an initiative aimed at improving links between Austria, Hungary, Czechoslovakia, Yugoslavia and itself. This is seen as a method of strengthening regional security in an uncertain area that is prone to ethnic tensions, and as a means of creating some counterpoise to a reunified Germany.

The initiative has had some success, managing to bring the five

countries' foreign ministers regularly together in Signor De Michelis's home city of Venice.

In the Mediterranean, Italy has promoted a new security arrangement between Spain, Italy and the three Maghreb states, Algeria, Tunisia and Morocco. Known as the Conference on Security and Cooperation in the Mediterranean, the initiative was launched last month in Majorca at a meeting of the Conference on Security and Cooperation in Europe.

Another Italian initiative, in the economic field, affects the EC. The Italians have surprised many in Brussels by a proposal for what they call the 1 per cent clause. This provides that 1 per cent of the EC's combined GNP should be given to poorer countries, particularly those in eastern Europe.

The 1 per cent idea stems from Italy's belief that with the falling of customs barriers in 1992, the countries of the EC will be much wealthier. With that surplus wealth, they should be able to help other countries less fortunate.

"We want a gentlemen's agreement among the 12, as clearly some countries can contribute more than others," Dr Stefano Parisi, the chief economic adviser to Signor De Michelis, says.

Italy is also calling for the creation of a Mediterranean bank to help the poorer states of the Mediterranean. Dr Parisi sees this as being similar to a European bank for the reconstruction of eastern Europe, but turned towards the Mediterranean. "We believe regional banks can work more powerfully in this region, which has such great problems," he says.

This high-profile foreign policy has inevitably suffered from the flare-up in the Gulf. Many admirers of Signor De Michelis believe the timing of Italy's presidency has been unfortunate because of the greater crisis in the Middle East. But at the Farnesina, Italy's foreign ministry, diplomats express a quiet satisfaction at their country's more active diplomacy.

Internally, Italy remains a country of contrasts that are greater perhaps than anywhere else in Europe. The economic dynamism of northern Italy is illustrated by the announcement, made within hours of German reunification, of a significant deal between Fiat, the car-maker, and the French Compagnie Générale d'Electricité,



The Trevi fountain: the wealth of culture makes Italy for many Europe's most agreeable country

a large company that markets electrical goods, from batteries to railways.

After a five-year boom that has enriched Italy enormously, raising average monthly incomes to nearly a million lire (£500), and many white-collar incomes to as much as four times that amount, prosperity appears to have taken firm root in the northern and central parts of the country.

But in the south there is still much poverty. According to the Istituto Nazionale di Statistica (Istat), nearly 1 per cent of the population in the south earns less than £200 a year. Between Naples

and Sicily, poverty is still alarmingly visible. In Naples, the optimism of the Eighties has vanished in the face of rising crime and increasing social tensions.

Despite the cultural wealth and civilisation of what is for many north Europeans the most agreeable country in Europe, these contrasts are disturbing. Parts of Italy remain in the grip of the mafia and similar organisations, which have shown that they have no scruples over murdering or kidnapping children.

Another area of conflict that has made Italians think carefully about their values has been the

arrival, thanks to the most liberal immigration laws in Europe, of thousands of Senegalese, Eritreans and others. In Florence, the Renaissance home of humanism, their presence angered local traders to such an extent that the police authorities banned the immigrants, with the trinkets that they sell to earn a living, from the cathedral square.

The problem is not limited to Florence. Italians have discovered through a series of grisly murders that they, too, are capable of some of the racist feelings they thought exclusively the prerogative of northern Europeans.

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# A leader sympathetic to the British vision

**In a country that loves to lampoon its politicians, the Italian president, Francesco Cossiga, is a rarity. Few more wounding forms of political satire exist than the huge flags Italians build for Silvio Berlusconi. At the seaside resort of Viareggio this year, Giulio Andreotti, the prime minister, was parodied as an octopus 20 ft high with tentacles reaching into murky corners of the realm.**

Signor Cossiga, by contrast, receives gentle treatment. Even Italian comedians have done little worse than poke fun at his Sardinian accent. If the Italians respect their president, a silver-haired constitutional lawyer, aged 82, it is not because he is head of state, nor has it much to do with his two years as prime minister. It is partly because he has been outspoken in the fight against the mafia, using previously obsolete presidential powers to shake up Italy's slow-moving bicameral parliament.

More fundamentally, Signor Cossiga is seen as the Mr Clean of the Christian Democrats, a party which has not been improved by its 45 years in office.

His reputation for uprightness stems from 1978 when he was interior minister. Rather than pass on the blame for the failure of the security forces to prevent the assassination of Aldo Moro, the then prime minister, he accepted personal responsibility and resigned.

Until recently, he seemed reserved, especially compared with Sandro Pertini, his better-known presidential predecessor. However, in the past nine months his office, on top of one of Rome's seven hills, an orange-washed palace guarded by officers with plumed helmets and swords in silver scabbards, has been rarely out of the news.

After five years of almost silence, Signor Cossiga has begun speaking out, chiding the judiciary, spurring the two houses of parliament to pass more effective anti-mafia laws, implying that the Andreotti government was not doing enough.

In an attempt not to appear partial, he also attacked Signor Andreotti's arch-critic, Leoluca Orlando, a former mayor of Palermo and a senior figure of the Christian Democrats' left wing. When told that the British thought the mafia was growing stronger and spreading north, Signor Cossiga said: "It is a just impression."

He seemed pained when asked why he had changed, claiming that he was outspoken whenever people gave him a chance. He says he has no intention of standing for a second term and he is becoming less inhibited by the constraints of office.

"I pretend to talk about history," he says. "I pretend to talk about culture. [But really] I'm talking politics." Signor Cossiga has 22 months of a seven-year term to run: no other Italian politician can be sure of remaining in office that long. The coalition would probably have fallen apart months ago if it was not for Italy's six-month term as president of the European Community. Many expect a government crisis next year.

A state visit to Britain was to have taken place in November 1987, but Signor Cossiga cancelled it at a few days' notice when the Liberal party quit the coalition. Amid dismay in both countries, questions were asked about his steadiness under pressure.

The present visit could scarcely be better timed. Britain and Italy find themselves poles apart on momentous EC issues at a time when Italy is its president. A state visit is never an occasion for negotiations, but it may prove one for improving understanding, as Signor Cossiga is to address a joint meeting of the Houses of Parliament.

The issues at stake are the most important since Britain joined the EC in 1973. Although the British government's policy is to resist further European integration, nobody outside Britain believes it will succeed. Margaret Thatcher's opposition will probably not be enough to prevent important steps being agreed to at an inter-governmental conference that begins in Rome in December.

Another conference will deal with further steps towards monetary union, which Mrs Thatcher also opposes. In the past, she opposed the Single European Act, which allows for majority voting on some issues, and British entry to the European Exchange Rate Mechanism, but eventually allowed herself to be

**Francesco Cossiga, the president of Italy, today begins a state visit to Britain. The trip comes at a time when the two countries are poles apart on momentous EC issues. Andrew McEwen reports**

persuaded otherwise. She was also against the holding of both conferences, but was outvoted.

What European union means has yet to be defined, but the Italian government has put forward some radical ideas. If fully implemented, responsibility for important aspects of defence, foreign policy, education and health would be transferred from the member national governments to the EC. Britain and France would give up their permanent seats on the United Nations Security Council in favour of the EC and Japan. Rome has not described this as laying the groundwork for a federation, but it could have that effect.

No Italian, perhaps no continental European leader, is better placed to understand Britain's hesitation than Signor Cossiga. As a student of British constitutional history, an honorary fellow of Oxford College, Oxford, and a sincere Anglophile, he can make sense of Britain's doubts. Some have wondered whether a Christian Democrat of his moderation could support the highly ambitious, some would say unrealistic, proposals put forward by Gianni De Michelis, the Italian foreign minister.

**B**efore meeting Signor Cossiga, I was advised that he would be unable to depart from his government's line, but might use historical allusions to hint at other views. As it turned out, he did draw on his knowledge of history, but to the opposite effect, showing himself to be at least as committed a European as Signor De Michelis.

After an hour of patiently discussing Britain's fears of union, he remarked that such an interview would be incomprehensible to Italians. Not one would be able to understand the British ideas that state sovereignty, national identity, parliamentary institutions and civil liberty were inextricably linked.

He began by looking back 43 years. Immediately after the second world war, continental Europe was devastated, protected by the United States, threatened by the Soviet Union and at risk of being squeezed between the two.

Political union was conceived as a way of overcoming enmity between France and Germany and improving European security. Economic union was a necessity, and a step towards political union. "The idea of political unity did not have great resonance in the UK for two reasons," he says. The first was the linkage in the British mind between institutions and concepts, which continental Europeans would see as unconnected.

"The loss of national sovereignty is felt by some of the English as a wound to the national identity and to freedom because Parliament [is seen as] the biggest guarantor of the citizen's freedom." The second cause was that Britain, as the hub of the Commonwealth, had never felt squeezed between the superpowers as had other European countries.

**S**ince the removal of the Iron Curtain, a more imaginative approach to political union has become necessary. "We have to re-invent political union, but an authentic Europe cannot exist without England because of the part the UK has played in our cultural history."

"In the 15th or 16th century, a Londoner in Chelsea (where Sir Thomas More lived) would not have thought it relevant that Desiderius Erasmus was Dutch, nor would a Dutchman have cared that Sir Thomas was English. They had the same culture, they spoke the same common language Latin and Greek." Signor Cossiga might have added that, until 1534 when Henry VIII rejected the authority of Rome, there would have been no religious barrier. British religious history is his forte. He has a special interest in Cardinal Newman, who was an Anglican priest before converting to Catholicism in 1845.

We returned to the subject of political union, which he

summer protection stems from the EC internal market.

"These three things... are consequences of decisions already taken." The EC officially has no defence policy, partly because the Republic of Ireland is neutral, but Signor Cossiga says it is impossible to continue with the distinction between the EC, the WEU and the North Atlantic Treaty Organisation (Nato), given that to a great extent they overlap.

"What sense is there in pretending that the EC is not involved in defence?" he asks. Italy has also suggested that EC countries develop a joint foreign policy. The EC already has a foreign policy co-operation system, but he attacks this. "It works very badly; at present it hardly works at all."

Mrs Thatcher has sought to deflect pressure for political union by suggesting that EC membership should be open as soon as possible to eastern European countries.

Signor Cossiga implicitly dismissed this by saying that, in the short term, the integration of eastern Europe is "unthinkable", partly because it could make the Soviet Union feel isolated.



A rarity in Italy: Francesco Cossiga, known by his constituents as Mr Clean, is a politician always treated with respect

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# Prospect of alliance challenges Andreotti

The communists' adoption of a new style could herald a shake-up in the political system. Richard Bassett reports

Politics in Italy seem set for a shake-up in the next few months after more than four decades of relative stability in the seemingly unchanging fabric of the country's political life. Despite the terrorism of the Seventies, the Red Brigades, and governments that come and go with almost as much frequency as Verdi operas at La Scala, no party in Europe, with the exception of Albania's communists, has held uninterrupted power for so long since the war as have Italy's Christian Democrats.

Ciriaco De Mita, the head of the government, is a figure whose presence on the political scene stretches back to the late Forties. Moulded by a common fear of the communists, Christian Democrats from both the right and left of their party have stuck together successfully for the past 40 years bound by a single aim: denying power to the communists.

However, the dramatic collapse

of communism in eastern Europe threatens to redraw the traditional rules of political engagement in Italy. The Italian Communist Party, the largest communist party in western Europe, changed its name this month, after much soul-searching, to the Democratic Party of the Left, although its new emblem, an oak tree, incorporates the old communist symbols of hammer and sickle, red flag and five-pointed star.

Achille Occhetto, the leader, insists the change is not superficial but heralds a new, far-reaching re-examination of party values. "We must think nationally, not federally," he says. "We must re-examine all our most fundamental principles in the light of the dramatic changes sweeping Europe."

The former communists are the most powerful opposition party, and their strategy has a great influence on the other opposition groups of the left, in particular the

Socialist Party, at present part of Signor Andreotti's coalition government.

Signor Occhetto has made no secret of his desire to expand the base of his party to make it attractive to the socialists. By persuading his party to adopt the oak tree as its new symbol, he has carried his battle for support into the heart of the socialist camp. The symbol used to be the badge of the socialists.

Although the socialists have tried to keep the communists at arm's length during the past year, the temptation eventually to join forces and break finally the Christian Democrats' years of rule grows stronger.

At present, the socialists have a high profile in Signor Andreotti's government, so the temptation may have to wait until new elections. Meanwhile, the socialist party leaders, nervous about these developments, have discussed new symbols, new mottos and new names for their own party.

Elections appear imminent, probably next spring. Earlier last summer, a group of Signor Andreotti's ministers, all on the left of his Christian Democratic Party, resigned. The government survived on a vote of confidence, but the shock waves were felt by all the government's offices and supporters. Signor Andreotti reaffirmed earlier this month that his government intended to continue to govern indefinitely.

Although Italy's political wranglings are followed carefully by the political class and the country's newspapers, they continue to leave most of the country's inhabitants detached and cynical. Professor Giorgio Petta, a leading political analyst, says: "The country is run by a political class which, through politics, sometimes achieves considerable wealth." Allegations of corruption continue, however, to be denied.

Italian politicians can examine, analyse and advance their arguments and other abstract issues for hours on end. This does little to endear them to the electorate, but remains the envy of politicians throughout northern Europe.



Ciriaco De Mita: a political presence since the late Forties



A familiar sight in many city streets in Italy. The poverty of the immigrants, however, often belies high educational qualifications

## Land of hope lures the poor

Immigrants arrive daily, hoping for work and homes. They now number more than a million

until the end of June, to register legally. Political refugees, states with state assistance is now available to all immigrants, not as until now, only to socialist-bloc refugees. Entry is refused to any who are convicted of drug charges, mafia-connected crimes or who have terrorist connections. Visas are required from countries which themselves demand visas.

The Martelli law, named after its author, Claudio Martelli, the socialist deputy prime minister, was conceived with the realisation that most of Italy's new immigrants are from the Third World, and many of them are afraid to approach Italian authorities for permits and working papers.

Once established in Italy, immigrants have created their own survival network in the absence of state-run structures. Casual labour groups are formed, street-vendor communities abound and, if all else fails, they can always join the

car-window washing brigade at traffic lights.

There is growing awareness that not all immigrant labourers are uneducated, illiterate members of the lower social orders. A government-sponsored survey by the independent Centre for Social Studies (Censis) with a sample of 1,525 interviewees from 16 countries, most of them Third World, showed that most immigrants have some form of higher education, few are illiterate and most are attracted by Italy's image as a country of some wealth. Carla Colicelli, of the Censis immigration study centre, says: "There is much diversity between students, workers who want to make Italy their home, seasonal workers, and those waiting for visas to other countries."

Some common factors emerged. There is discontent among immigrants who cannot find good housing, now a problem in big Italian cities such as Milan, Turin

and Rome, where community living for immigrants is the norm. Rome is home to more than 40,000 immigrants. Egyptians, Ethiopians and Moroccans are the most numerous, but Somalia, Sri Lanka and Pakistanis are catching up.

Despite press reports on incidents of racism, the Censis survey revealed a general contentment with the way Italian society has accepted immigrants. Most cities with an immigrant population have associations or politically-run organisations offering social and medical assistance. Foremost among them, although on opposite ends of the ideological spectrum, are Caritas, the Roman Catholic charity, whose offices and canteens in Rome offer food and social welfare, and CGIL, the left-wing trade union confederation, which offers help in finding work with legal pay and benefits.

Many of the less-educated immigrants, however, end up with casual or seasonal work found through the immigrant grapevine. For instance, the late summer will see thousands of African workers living in tent cities around the tomato-picking season.

Northern Italy attracts industrial workers, builders and domestic workers.

More than half of Italy's immigrants are Muslim. A sign of the times is a new mosque and Islamic study centre, nestled in a Roman suburb.

JANET STOBART

**More freight transported by rail: a European priority.**

Last year, in Italy, 67 million tons of freight were transported by rail, but this only represents a small portion of the Nation's overall freight traffic. It is therefore a priority of the Italian Railways to increase the volume of freight rail transport. This entails the upgrading of the alpine passes to remove bottlenecks, new specialized freight cars, the construction of multi-modal inland ports and more incentives for combined traffic. A demanding programme in the interest of a more ecological form of transport, to help relieve and make road travel safer. To promote trade between EEC members and help bolster the economy of the Nation, coming closer to Europe.

ITALIAN RAILWAYS

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**500**

COLUMBUS 1492  
THE PHOTOGRAPH OF THE SEA MEET IN GENOA



# Euphoria fades as debt rises

Recession has not arrived, yet. Growing problems, worsened by the Gulf dispute, are leading to pessimism, Paul Bompard says

The wild euphoria of Italy's economic boom of the early Eighties is only a distant memory. The optimism later in the decade was tempered by the country's failure to solve basic social and economic problems. Now, as a slowdown in economic growth is being felt, the Gulf dispute and the rise in oil prices have come as a further hindrance to a nation which has to import most of its energy, and several years ago decided to eliminate nuclear power.

As yet, there is no recession, but optimism has given way to a wait-and-see attitude, just short of open pessimism. On an emotional level, the fact that the Milan stock market has dropped almost 20 per cent since the beginning of 1990 indicates a widespread uncertainty.

In the second three months of this year, the gross domestic product grew by only 1.9 per cent compared with the same period in 1989, while it had grown by 3 per cent in the first three months of 1990 compared with the same 1989 period. The competitiveness of Italian manufactured goods on the international markets is now less than before. "In the medium term, we hope that the effects of higher oil prices will not be over-amplified," Giulio De Capraris, a senior analyst of Confindustria, the Italian industrialists' association, says.

"If prices level out at \$30 or \$35 a barrel there should be no serious effects. As in other industrialised nations, the energy factor is a smaller proportion of GDP than it was ten or 20 years ago. But if oil shoots up to, say, \$80 and stays there, there is no telling what could happen."

Sergio De Nardis, a Confindustria import-export analyst, says: "In 1989, Italian goods lost more than 3 per cent in the international competitiveness index. In the last three months of 1989, exports grew by 6.8 per cent compared with the same period a

year before. In the second three months of 1990, they grew by only 4.7 per cent."

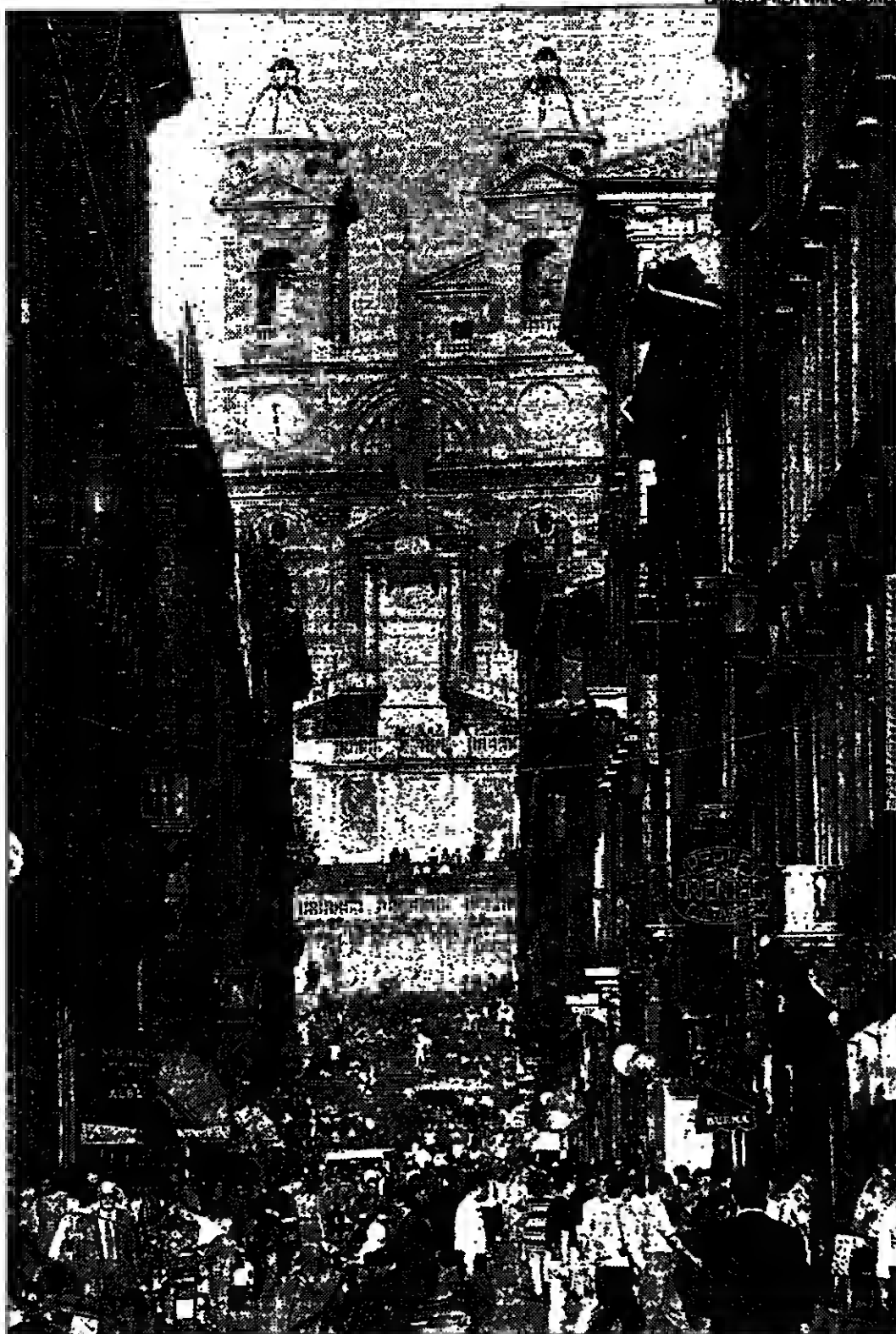
In the same period, imports of manufactured goods were increasing steadily. The sectors suffering most are textiles, fashion and mechanical industries, all mainstays of the economy. At the same time, two chronic illnesses of the Italian economy continued to defeat all attempts to bring them under control: the national debt, and the division between a rich and efficient north and a poor and inefficient south.

The national debt has reached 1,290,000 billion lire (£570 billion), almost the same as a year's GDP. State spending is 51 per cent of the GDP, the highest of the world's industrialised nations. In recent years, the annual budget deficit has been about 10 per cent of GDP.

The government has just presented a package of financial legislation to correct the situation but, in the most optimistic hypothesis, it will serve only to slow down the increase of the accumulated debt. "The idea is to cut spending and increase taxes for a total value of 50,000 billion lire," says Giorgio Gomel, a senior economist of the Bank of Italy. "This should hold next year's budget deficit down to 140,000 billion lire."

There are also plans to sell some of the state's belongings and to privatise certain services. However, the complications and political wrangling involved are easily imagined. Italians will meanwhile continue to pay too much for shoddy and over-staffed services which, to a great extent, were conceived and developed as politically motivated job reservoirs.

The problems of the Mezzogiorno, Italy's depressed southern half, are as old as Italy itself and have resisted years of expensive attempts to solve them. Organised crime and political corruption have spread their roots



Stylish shops in Rome's Via dei Condotti suggest wealth, but economic problems are increasing

wider and deeper. Last month President Cossiga warned that "there are entire areas of the national territory which are not controlled by the state".

The usual medicine is to invest taxpayers' money in public works and industry in the depressed areas. But these investments are aimed at artificially creating jobs, and have usually failed to answer the market's real needs. A growing school of thought contends that it

might be better to leave the south to itself, in the hope that market forces will prevail.

Giuseppe Tullio, the professor of political economics at Cagliari University, and until recently an economic adviser to the European Commission in Brussels, says: "Putting large amounts of public money into the south favours corruption and mafias. Often this money is used for projects that are useful only to those who buy votes

with them. At the same time, labour costs are kept high by these investments, and by labour laws and contracts that do not allow differences in wages from one area of Italy to another."

Despite the problems, the economy continues with few firm signs of a serious crisis. Italy, after all, has in the past demonstrated an amazing great capacity for recovery and adapting to new situations.

## Soap opera of the squabbling giants

Five groups have long dominated the industrial scene

A small number of large groups dominates Italian industry. Some people talk about "the usual four", as Bettino Craxi, secretary of the Socialist party, did recently. "Those who play the tune are well known," he said.

Signor Craxi refrained from identifying "the usual four", but a study this autumn by the merchant bank Mediobanca listed five as being among the first ten private and public industrial groups: Fiat (led by Giovanni Agnelli), Ferruzzi (Raul Gardini), Pirelli (Leopoldo Pirelli), Olivetti (Carlo De Benedetti) and Fininvest (Silvio Berlusconi).

Such groups dominate in an economy otherwise characterised by thousands of small businesses. Despite impending recession, the groups continue to hunt and fight.

While Mediobanca puts the state holding corporation IRI (Istituto per la Ricostruzione Industriale) in first place, immediately behind comes the Fiat group. Recently, it has beaten a German consortium under Daimler-Benz to take over Enasa, Spain's leading maker of lorries and buses, and has forged a wide-ranging alliance with France's CGE.

A whiff of soap opera scandal enveloped the Agnelli family when the chairman's son, Edoardo, was arrested in Kenya on drug charges. But, after several weeks of suspense, the scandal subsided with his court acquittal.

The Agnellis nevertheless have this year escaped drama such as has surrounded the battle for Mondadori, Italy's biggest publisher. One challenger was Signor Berlusconi, who once admitted belonging to the underground P2 masonic lodge and who already has the three biggest private television networks, as well as television interests in France and Spain, plus a construction, films, advertising, retailing and insurance empire.

Opposed to him in the Mondadori battle was Signor De Benedetti, whose interests, besides Olivetti, range from engineering and car components to banking and fashion. Signor De Benedetti has had his reverses, notably an attempt on Belgium's Société Générale. In January, he appeared defeated again when Signor Ber-



Berlusconi: media interests

lusconi outmanoeuvred him to win control of Mondadori. But by July Signor De Benedetti, backed by a court decision over ownership of certain share packages, had turned the tables and forced Signor Berlusconi to resign.

Another poker game has been going on over Enimont, formed in 1988 by the state-owned ENI and Montedison, part of Gardini's Ferruzzi group, merging their petrochemical subsidiaries. ENI has since had two chairmen and the government two ministers for state industry. ENI's policy has seemed confused.

The original understanding was to run Enimont in public-private partnership, with each holding 40 per cent of the shares and the remaining 20 per cent distributed among small shareholders. But Signor Gardini, a blunt businessman by Italian standards, knows what he wants, even if he has not always got it. He clearly wanted Enimont, and threw a hesitating government into a tizzy by mustering a group of friendly shareholders to win more than 50 per cent. Last month, he withdrew the Ferruzzi-Montedison group accounts from one of its main bankers, Banca Commerciale Italiana, which is state-owned, claiming it was not impartial.

Enimont's losses meanwhile mounted. At last, both partners accepted that the Enimont marriage would not work and decided on divorce. Signor Gardini, who is, in any case, reorganising his chemical and farming interests under Montedison, has a vision of a chemical industry that respects the environment.

Pirelli, the tyre and cable maker, announced in September an unfriendly bid for Continental of West Germany. Continental parried the bid, but the world tyre market is doing so badly that analysts believe the two will be forced to collaborate.

JOHN EARLE

## OUR MARTINI IS ROSSO



on the rocks or with tonic

MARTINI



The names of top fashion designers are being harnessed to launch an attack on the mass market, Liz Smith writes

## Businessmen sew up designer labels

Designers ruled the fashion world in the Eighties. In the Nineties the fashion business, and the fate of those same designers, is dictated by a new breed of fashion tycoon. For more than a decade the harnessing of industry to design talent has been the successful key to the Made in Italy label.

Giorgio Armani, Gianni Versace and Valentino are names recognised around the world, all empires with a turnover of between £128 million and £153 million a year. The MaxMara group of 18 more mass-market labels turns over an impressive £320 million a year at retail. Credit is rightly shared with the entrepreneurs who control the high-fashion assembly lines.

While dark-suited businessmen sitting in the front rows at Paris fashion shows are a recent phenomenon, a handful of names have held power in the Italian fashion industry for two decades, and the names of Armani and Valentino are not among them.

Any discussion about the Made in Italy label begins and ends with Marco Rivetti, the chairman of Gruppo Finanziario Tessile (GFT) and the godfather of Italian fashion. GFT has been built up since the Twenties by his father and uncle, Franco and Pier Giorgio Rivetti respectively, around a group of simple tailoring workrooms established in Turin 100 years ago. GFT is today the biggest manufacturer of designer clothes in the world, with sales in 1989 of £5.5 million.

The company is responsible for producing the ready-to-wear lines of designers such as Ungaro, Claude Montana, Louis Feraud, Dior and Cardin, as well as launching the global thrust of Italy's big names, Valentino and Armani. The group operates a network of 36 subsidiary companies worldwide, 17 of them in Italy, and a distribution network covering more than 70 countries.

It was considered a coup for the British design team of Graham Fraser and Richard Nott of the Workers For Freedom label when GFT signed them up to produce their designs in the United States. With a £1 million turnover,

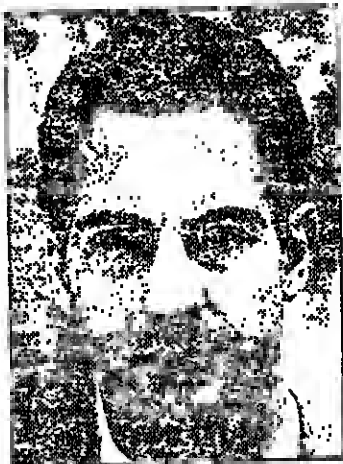
Workers is a mere minnow in the GFT pond, but the label is considered more bankable after the endorsement of the deal.

"Only the best can survive in fashion in the Nineties," Signor Rivetti says. The partnership between designer and fashion entrepreneur must continue, he believes, but designer labels must evolve into more commercial brands, with retail prices and royalties to the designers pegged to realistic levels. "The boom of the Eighties will never be repeated," he says.

Piero Marzotto, the president of one of Europe's biggest textile companies, is Italy's maestro of cloth and cut. The multi-faceted factory owned by his 150-year-old family company in Valdagno, near Venice, uses 4 per cent of Australia's wool clip each year.

Having built a reputation as a manufacturer of traditional menswear, Signor Marzotto moved into the designer market, signing up luxury labels such as Missoni, Biagiotti and Ferré. Britain, to its shame, in spite of its own tradition of weaving fine wool worsteds, is the company's single largest importer of textiles, with Marzotto cloth ending up as jackets from Next and Marks & Spencer. "We have an excellent balance between quality and cost," he says.

Donatella Girombelli is the president of Genny Moda, one of Italy's largest privately owned fashion manufacturing groups,



Luigi Maramotti takes risks

producing from its Ascona headquarters the internationally successful Byblos, Complice and Malis lines as well as the high-fashion Genny collection. It was Signora Girombelli who, on the death of her husband, Arnaldo, ten years ago, stepped in to run his company and expand it to its present strength with a turnover in excess of £200 million.

"It is not enough these days to make beautiful clothes," Signora Girombelli says. "You must interpret what the market needs and change with it. As a woman, I have the experience to channel the designers towards what women want."

The Maramottis of Reggio Emilia, southeast of Milan, are the unassuming family who have given only the first two syllables of their name to Italy's largest women's ready-to-wear manufacturing company, MaxMara. The company was established in 1951 by Achille Maramotti, now aged 63, who runs the expanding empire with help from his three children. The eldest son, Luigi, aged 33, is vice-chairman, making decisions on marketing, production and expansion. The company fills a gap in the market, whenever one appears, by opening shops or concessions within stores.

All of the group's 18 labels are sharply targeted. As well as MaxMara there is a high-fashion line, Sportmax, and more casual Weekend, 1 Blues and Blues Club. Marella is the less expensive range; Penny Black the most youthful. A line created for larger sizes was given the name of the clan matriarch, Achille's dressmaker mother, Marina Rinaldi.

Luigi Maramotti says: "The reason for our success is that we control everything, from production through distribution to the customer in our own shops. We get to know our market and respond to it day to day. All our energies are concentrated on our own production. We even produce our own linen. We take risks. We are flexible. We are prepared to experiment with new designs."



Elbowing the opposition: the Genny collection by Girombelli

## Time decays world's finest art storehouse

The government is trying to save a priceless cultural heritage by wooing private investors

According to Unesco estimates, Italy has about 40 per cent of the world's recognised works of art and historic buildings. The Greeks, Etruscans, Ancient Romans, medieval and Renaissance princes, popes, kings and emperors have left a permanent architectural or artistic mark.

The Italian government finds it difficult not just to maintain and restore this vast heritage, but also to keep track of what there is. The ministry for cultural wealth has no single catalogue listing everything of historical interest in Italy.

Restoration and maintenance present two problems: obtaining finance, and organising the work nationally and effectively. The ministry has a tiny budget, almost all of which goes on paying employees. Important restorations are usually financed by the government year to year. There is no way of knowing how much money will be available for the future. Often, restorations are financed by the state with private sponsors.

Luigi Covatta, the under-secretary at the cultural wealth ministry, says: "It is impossible to programme restorations over a period of years. One year we may have 1,200 billion lire (£500 million) and the next nothing at all. Also, our projects have to compete for finance with other public works, and the bureaucracy involved is so cumbersome that often it is difficult actually to spend the money earmarked. We would like to have a more or less certain sum each year, to plan restorations over the long term. Some of these projects take years."

Signor Covatta favours private sponsorship, "but I would like to involve private companies directly in the actual restoration and subsequently in the management and running of monuments and museums and their relative services". He is promoting a Chart of Risks which should produce a computerised archive of all principal monuments and works of art, and the various structural and environmental risks to which they are exposed.

Despite the apparent disorganisation, a number of important restorations have taken place recently. The most famous, now almost finished, is that of the Trevi fountain in Rome. Centuries of grime have been removed and the stone has been carefully replaced and strengthened.

In Parma, the baptistry with its statues has been restored, as have the frescos by Correggio in the church of San Giovanni.

In Mantua, after the restoration of Giulio Romano's *Camera degli Sposi* in the ducal palace, the Palazzo Te and its frescos, also by Romano, have been renovated.

Another important recent restoration is the Cappella Brancacci in Florence, with frescos by Masaccio, inaugurated this summer. In the Vatican the controversial restoration of Michelangelo's frescos in the Sistine Chapel has been almost completed, except for the *Last Judgment*.

Giovanni Urbani is one of Italy's foremost restoration authorities. Until 1984 he directed the Central Restoration Institute in Rome, and now, in addition to a variety of consultancies, he edits a magazine on restoration and conservation.

"The main problem in Italy is that things are generally done when there is some sort of emergency, when part of a building collapses, for instance," he says.

"What is needed is an overall plan, a programme, as well as more research."

Nevertheless, he is confident that Italy can still boast the world's best restorers. "The technical qualities of restorers have improved a great deal," he says. "Today, we can count on a group of very serious and highly skilled professionals, those who studied restoration in the two state institutes in Rome and Florence."

It is probable that, however much money, energy and organisation is put into restoration in Italy, there will always be a backlog of things that need to be done. "Just look around. Everywhere you can see things which are dirty or damaged," Signor Urbani says. "There is no point in running desperately after a single monument. What is needed is technical and cultural growth throughout the entire sector."

PAUL BOMPARD

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Cup of cheer: wine-tasting in Val d'Aosta and bringing in the harvest in Frascati. Many parts of Italy now make quality wines



CHRISTOPHER WARDE-JONES

## Nation looks to greens as rivers turn brown

A look at the ecological map of Europe shows that the blue Italian skies are somewhat smogged with murky clouds. The deep blue Mediterranean frequently turns sludge brown, awash with refuse.

Along with other industrialised countries, the cost to Italy of progress has often been land-scarring industries and pollution from unscrupulous farming methods. Raising public consciousness is hard work in the unprofitable business of fighting pollution.

However, the wheels of government and public opinion are beginning to grind. Since its birth in 1983, the environment ministry has grown from an image-booster for Italy's government to an authoritative, if not powerful or wealthy, ministry, bringing the disastrous state of Italy's environment to the attention of the nation's government and politicians. The ministry's most recent accomplishment has been to promote a three-year environmental programme, which has a budget of almost 12,000 billion lire (£6 billion) for 1989-91. This will help pay for, among other things, the cleaning of Italy's seas and rivers, reducing urban smog and noise, activating anti-pollution plans for specific areas, such as the Arno and Po valleys and the Venetian lagoon, and increasing industrial waste-disposal units.

Italy has good anti-pollution laws and the means to carry them out, but there is no guarantee they will be applied. There are, for instance, 1,580 waste-purifying plants throughout the country, but only half of them work.

Building and urban planning laws are continually flouted and the Environment League, an independent ecological organisation, has calculated that, if building continues at the present rate, in 15 years the entire surface of Italy will be covered in brick and cement. The annual per capita consumption of cement is now 800 kilos, three times that in the United States, Britain or Germany.

Central and local governments are being spurred into action by some bleak symptoms. Last year's sudden appearance of evil-smelling algae along the Adriatic coast provoked the government to provide funds to investigate the cause and clean up the consequences. "Our ecological problems are all interconnected," Roberto della Seta, an Environment League ecologist, says. "The algae are the result of waste disposal from the

There is a political, as well as monetary, price to pay for a clean environment

Po river, where industrial waste but, above all, agricultural pesticides and chemical fertilisers and sewage have been floating down the river for years."

The controversial odyssey of the Karin B, the cargo ship laden with toxic waste, from one Italian port to another two years ago showed up the disgraceful lack of laws governing dangerous waste disposal in Italy — and the rest of Europe.

A good many of Italy's ecological problems could be solved by



Polluted waters: the River Po

simple citizen awareness, according to experts. Teach people that most rubbish can be recycled, convince them that "green" petrol, used with the appropriate exhaust fume system, will cut down on city smog, that city pesticides at present used on Italian fruit and vegetables may kill insects but can damage people too, and we are on the way to a cleaner environment, members of the Environment League say.

Italian efforts to combat pollu-

tion and bring environmental issues to the fore are beginning to bear fruit. Political parties realise that environmental issues must be part of their programmes if Italy wants to vie for a leading position in the new united Europe. Italy's fledgling Green Party has 13 members in parliament, and several regional governments.

A great triumph for the greens, and groups such as the Environment League, was their successful lobbying leading up to a referendum on whether to keep nuclear power out of Italy. Now one of the Environment League's pet projects is an exhaustive study on ways to reduce energy consumption, both civil and industrial, and, where possible, develop alternative energy programmes.

Anti-pollution efforts are also evident in parts of the Tyrrhenian sea coastline, where water purifying plants have been put to work south of Rome and below Naples. Local government initiatives have resulted in bans on private traffic from most Italian city centres. Rome is still traffic-bound outside its city walls, but local laws rule out traffic jams in the centre.

Milan remains a smog-shrouded city on windless days, but city council plans include strict traffic regulations in the town centre and use of locally produced methane gas to replace the propane city gas supply. Florence is a pedestrian's paradise in the historic city centre, as are many smaller and now well-preserved communities, such as Bologna, Udine, Verona and Mantua.

Bottle banks have appeared on city streets, and city suburbs are being short of impromptu, illegal rubbish dumps as rubbish is being divided into categories and recycled.

Looking at wider horizons, Giorgio Ruffolo, the environment minister, is hard at work during the Italian presidency of the EC trying to introduce EC pollution taxes and work out a European environment protection policy. He is also demanding funds above the 0.1 per cent of the present EC budget allotted to environment policies.

The Italian government's funding of ecology issues is woefully insufficient, he says. He has appealed for more national parks and wildlife preservation.

JANET STOBART

## Days of wine and noses

The heavily populated and wealthy north of Italy no longer has a monopoly on quality wines. Thanks to sound investment throughout the peninsula in new technology, many wines little known outside their regions are being offered to a wider audience at home and abroad.

Along with the Veneto and Friuli, several regions are offering impressive reds, particularly the Marche, Lazio and Emilia Romagna. Further south, whites such as greco di tufo from Naples are setting the pace for wine merchants in Britain specialising in arcane Italian offerings.

In Sicily, Italy's largest wine-producing region, emphasis has often been on quantity rather than quality. But two local co-operatives, Sambuca di Sicilia and Soteseoli, both in the southwest, are making their mark. The first produces Cellaro Rosso, a fresh, modern red, and Cellaro Bianco, a soft and easy quaffing white. The second offers decent drinking in its Menfi, Fendò dei Fiori and Bonera brands.

However, a few miles east of Venice, in a region between the heavy Piedmont wines of the

Connoisseurs can detect new stars emerging from all over the peninsula to challenge the north's supremacy, Richard Bassett writes.

north and the astringent chianti wines of Tuscany, there are some of the least known quality vineyards in Italy.

The Veneto is Italy's most modern wine region. To the east is what many wine experts call the "promised land" of Italian wines, with the most comprehensible DOC system, certifying quality, in the country.

As in other parts of Italy, great progress has been made in recent years in using new technology. No other part of Italy offers such a diversity of outstanding whites. Gianfranco d'Attimis, in Buttrio, a few miles south of Cividale, offers a formidable pinot bianco, a remarkable sauvignon and an agreeable ribolla as well as that Friulan favourite, tocai.

Friulan tocai, unlike Hungarian tokay, is a medium dry white grown mostly in the eastern foothills of the Julian Alps. As views from the train rattling down from Udine towards Venice show,

the vineyards which cultivate the tocai are marked by large wooden signs showing a giant tortoise, as tocai is the Friulan word for tortoise.

No less sought-after is the pinot grigio of Livio Felluga, also to be found between Udine and Venice. Signor Felluga has produced a slightly amber-coloured wine which has been described as Italy's answer to the great Rhine rieslings.

Less obvious than these are more eccentric wines, known as yet only locally. These include ginestrino, roncuz and nojar. All three are popular as accompaniments to fish from the nearby Adriatic. Piero Mandi, a Friulan wine merchant, says: "The soil here is rich, summers are long, the autumn sometimes even longer. I can promise you that this is the perfect region in Italy for making wine."

If this wide choice of whites is not enough to attract wine lovers,

the reds are no less impressive. Count d'Artemis has long cultivated a rich merlot that stands comparison with most chianti. It is best drunk, locals say, during the long rosy autumn evenings on the Venetian plain.

The weightier pinot nero has been pioneered by La Ginestra, while refosco, the once legendary "Teran" of Isria, grown exclusively here since the war detached from Italy, is again becoming known.

This region is also wealthy in prosecco, the drink which provides this part of Italy with a champagne-style wine at a modest price. In recent years prosecco has flourished and is now available throughout Britain. And it is not difficult to find a bottle that lives up to Hugh Honour's judgment in his Venice guide that "in the right company it is as good as champagne". Livio Bronca and the Friulan vineyard of Cardinal provide good examples of this wine while, for little more than £4 a bottle, Ruggeri produces an excellent second XI version.

The Veneto, along with Friuli, offers only a glimpse of what the wine lover who travels off the beaten track in Italy can discover.

In a land where the tradition of wine making dates back more than 2,000 years, it is hardly surprising that Italy has more wines to offer than any other country.

Not content to rest on their laurels, the inheritors of this ancient tradition have created a modern renaissance in Italian wine to match today's tastes and tomorrow's trends.

From the alpine vineyards of Piedmont, Veneto and Friuli, noble red wines like Barolo and Barbaresco are beautifully complemented by the fresh, clean taste of modern white

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In central Italy the classic Chianti.



## AN ANCIENT TRADITION A MODERN RENAISSANCE

Brunello di Montalcino and Torgiano red wines of Tuscany and Umbria may be enjoyed alongside stylish white wines like Orvieto. Frascati from Latium, Albana from Emilia Romagna, Trebbiano from Abruzzo and Verdicchio from Marche, while the wines of Sicily, Sardinia, Campania and Puglia are full of character.

Alongside over 240 DOC and DOCG wines, an ever increasing range of new wine styles under the vino da tavola classification have been developed to assure Italy's place in the forefront of world viniculture.

Wherever life is enjoyed, Italian wines of outstanding quality and value are waiting to reward the wine connoisseur.



# Villas need a new Renaissance

Palladio is a name well known in Britain and elsewhere, because of the great influence throughout Europe of his neo-classical buildings. He and other contemporary architects were the product of the particular circumstances of the 15th and 16th centuries which made the Veneto, the area in and around Venice, one of the world's greatest architectural influences.

The decline of sea trade in the vast area controlled by the Venetian Empire forced Venetians to turn their attention inland towards the potential fertility of their farmland in the Veneto. Landowners there were not just rich yokels; the Renaissance was in full flood in Tuscany, and Venice too was a hotbed of cultural activity.

Humanist and scientific debates resounded, and artistic patrons vied to promote architectural magnificence. By the mid-16th century aristocrats with capital made from trade were investing in huge land reclamation projects. At the same time they were active in both intellectual and aesthetic pursuits.

In 1530 Count Giangiorgio Trissino, a wealthy intellectual from Vicenza, took on as his protégé a young sinnerman then working on a Trissino villa, Andrea di Pietro della Gonnola. Count Trissino christened his new assistant Palladio, in keeping with his aspirations as a classical poet.

This and further apprenticeships provided Palladio with a classical, but at the same time practical and frugal, view of how this new breed of intellectual landowners should live. Magnificence rather than frivolity, and a common-sense ap-

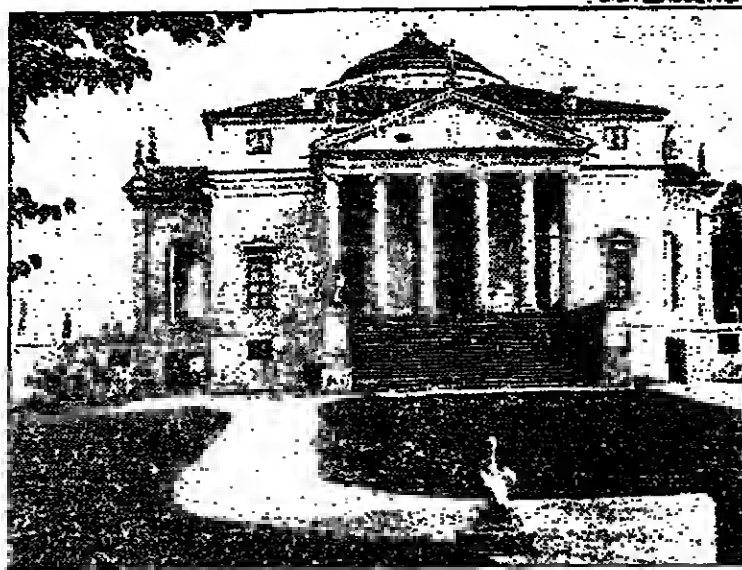
Time is taking its toll of a classical heritage.

Janet Stobart writes

proach, led to the creation of homes for such leading lights as Daniele and Marcantonio Barbaro, who were farmers and also art lovers.

Villa Barbaro in the province of Treviso has as a centre-piece a classical pillar-fronted facade flanked on either side with porticoes where farm equipment and livestock were housed. The Barbaro brothers did not disdain living with their livelihood, but nor did they renounce their aesthetic leanings; the upper floors of the living quarters have frescoes by Paolo Veronese with bucolic scenes from country life, episodes from Greek myths and *trompe l'oeil* half-open doors. In the back courtyard a lily pond is surrounded with classical statues, the immediate grounds being treated with as much care as the living quarters.

This, then, was the premise on which Palladio and his contemporaries, the Tuscan Jacopo Tatti (known as Sansovino), who worked in the Veneto, the Scamozzi brothers Giandomenico and Michele, and Annin Pizzocaro, conceived their villas. A house is "nothing other than a small city," Palladio wrote in his *Quattro Libri* (Four Books) on architecture. Over the next two centuries "small cities" grew up all over the Veneto and neighbouring regions. Friuli Venezia Giulia, their interiors decorated by artists such as Paolo Veronese, Gian Battista Tiepolo and his son Gian-



Villa Rotonda: epitomises Palladian ideal of intellectual grace

Domenico, and Jacopo Tintoretto.

Today there are almost 4,000 villas, many of them half in ruins, some restored and about 148 open to public view. They include the graciously elegant, non-agricultural, country villas along the Brenta canal between Venice and Padua, where the Villa Foscari, known as the *Malcontenta*, with its two-tiered pillared facade, is one of the best known of Palladio's villas. Further up the canal the Villa Pisani at Stra, built in the 18th century, shows what magnificence and size the villa concept reached.

At the height of their development Palladio's villas were probably the finest examples of how man cohabited with nature in the landowning world. Villa Enzo near Treviso, Villa La Badoera near

Rovigo, and Villa Pisani in Montebelluna, near Padua, are just a few of the eminent examples of Palladian villas for landowning farmers.

"In all the villas and... some... city houses I have put a frontispiece on the forward facade where the principal doors are because such frontispieces... add very much to the grandeur and magnificence of the work," wrote Palladio.

Columned facades presented the classic, simple elegance while windows were often unadorned, often not even framed. A visit to Palladian Italy, however, should focus not so much on the country as on the city of Vicenza, home of Count Trissino, and where Palladio was called, at

the height of his career, almost to restructure the city. His masterpieces here include the Basilica and the Olympic theatre, the latter his last work and his finest example of perspective, giving the illusion of more space than the theatre has.

His Greek-column facade is eminently displayed in the Palazzo Chiericati, which he never completed, but which was eventually finished in the 18th century according to his plans, and now houses the Civic Museum.

In the outskirts of Vicenza is Palladio's best-known and best-loved villa, the Villa Rotonda with its four pillar-fronted facades complete with cupola, which seems to epitomise the Palladian ideal of intellectual grace.

In Venice, where Palladio's patrons' wealth originated, he presented architectural plans which, to his chagrin, were not always chosen. His buildings there are mainly churches, the Church of the Redentor on the island of the Giudecca, and San Giorgio Maggiore on the island of San Giorgio, both glorious celebrations of light and space, the latter hung with masterpieces by Tintoretto.

Tragically, decay and neglect seem to have the upper hand in several buildings and villas. The Regional Institute of the Villas of the Veneto offers low-interest loans to villa owners for restoration.

A recent meeting of the institute with parliamentarians made a strong appeal for the revival of the law which provided government funds for both the restoration of the Veneto's villas and their development as attractions for the erudite tourist.



Cala Galera: a clean, modern and functional marina

## Yachts brighten up Caravaggio's darkest corner

When Caravaggio died in Porto Ercole in 1610, struck down by malaria, he could hardly have imagined that the remote fishing village, surrounded by mosquito-infested swamps, would one day become one of the most exclusive resorts of the Mediterranean. Or, that 380 years later, it would have one of Italy's largest and best-equipped yacht marinas and be a yacht racing centre, writes Paul Bonaparte.

The Argentario is set apart from resorts such as Portofino or Rapallo by its unique geographical shape. The Monte Argentario, a green and rocky peninsula six miles across and rising to more than 1,700ft, is linked to the mainland by three narrow strips of land running across flat, landlocked lagoons and marshes. The mosquitoes that killed Caravaggio have gone.

In the Twenties and Thirties, these lagoons, by then regulated by locks, were used by Italy's famous flying boat fleet. Many restaurants in Orbetello, the town facing the lagoon on the mainland, are decorated with photographs of mass landings and take-offs amid the nationalistic pomp of Mussolini's regime.

On the northwest side of the Monte there is Porto San Stefano, a large fishing town which in recent decades has turned increasingly away from fishing and towards tourism. To the southeast, nestled in a small natural inlet and overlooked by two massive fortresses built by Philip II of Spain in the 16th century, is Porto Ercole.

Around the headland to the east is the new marina of Cala Galera, clean, modern and functional, in contrast to the largely untouched, timeless beauty of Porto Ercole. In Cala Galera spotless white super-yachts bask in their berths, connected to running water, electricity and television aerials. The little harbour of Porto Ercole is decorated by the bobbing colours of small fishing boats, most of them still wooden gozzis, the rounded launches traditionally used by Italian fishermen and still built locally with centuries-old techniques. Just east of Cala Galera there is the Feniglia, ten miles of sand running along the outer edge of the lagoon and facing the open sea.

But it is as a centre for yachtsmen, and undoubtedly the more affluent sub-species of yachtsmen, that Porto Ercole and Cala Galera have become important over the past decade. The marina, with 600 private berths and 100 transit berths, was built by a consortium of Italian businessmen and inaugurated in 1974.

The soul of the entire project, although he modestly denies it, seems to have been a former Royal Navy officer who liked the Italian climate and wanted to live "in the country, but by the sea". In 1947, after commanding a motor torpedo boat, Robin Coventry sailed up and down the west coast of Italy, making a living as a yacht broker. In 1960 he settled in the Argentario, at about the same time that the Roman aristocracy was discovering its attractions as a summer resort.

Today, Mr Coventry sits at a desk with a brass plaque on the front reading: "If God had meant us to build fibreglass boats he would have grown fibreglass trees."

In July and August, the heavy gold Rolex set descends en masse

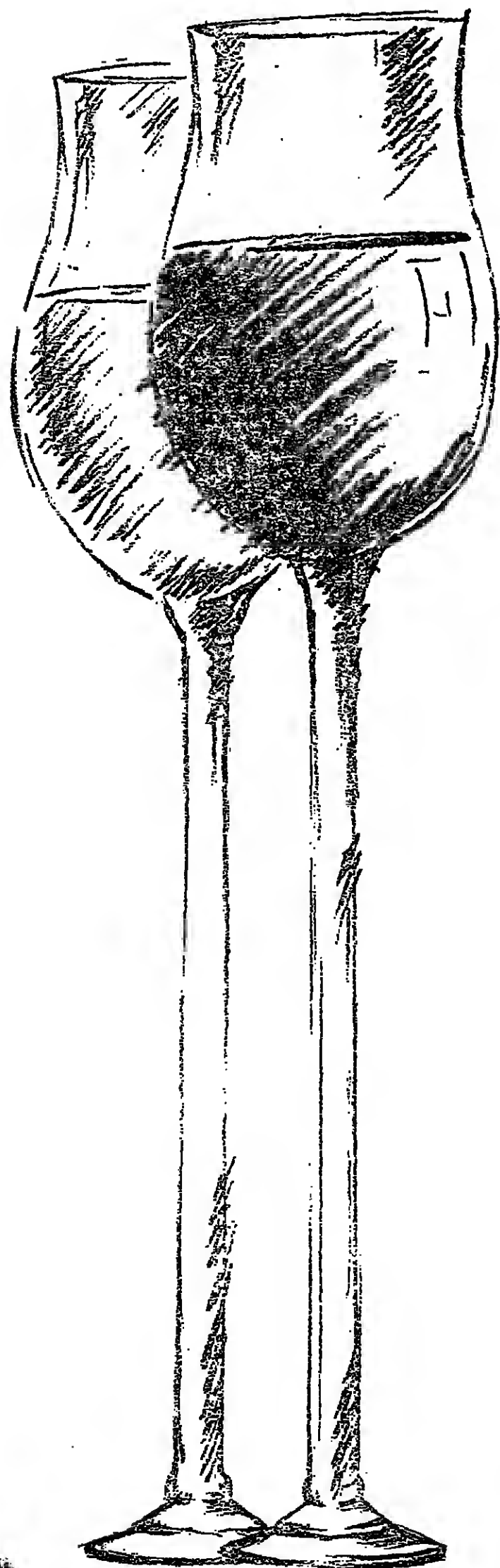
The marina is private, but based on a 30-year concession from the state. Berths, therefore, are owned only as shares in the company that built the marina, and in 2020 could revert to the state. These shares, or berth leases, can and do change hands, and Mr Coventry's Coventry company is one of the main agents. "Today we could fill two or three times the berths available," Mr Coventry says. "This is not a place for a cheap holiday."

In July and August, possibly the worst months to visit the place, the heavy gold Rolex set, in large German cars with paintwork that looks as if it has never seen rain, descends en masse. For the rest of the year Porto Ercole becomes once more a charming little fishing village.

The Don Pedro Hotel, with rooms between £30 and £50, and a view over the harbour, and the Grotta Dei Pescatori restaurant, with its open terrace overlooking the harbour, can be recommended. The Stella Marina is cheap but noisy. Il Pellicano is luxurious, but costs up to £200.

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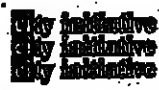
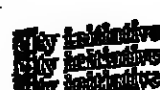
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## THE LAW

The Court of Appeal is not to blame for recent miscarriages of justice. Nor will the proposal for a new, senior court improve matters, Sir Frederick Lawton writes



Freedom: Gerard Conlon, one of the Guildford Four, on his release

# Judgments without prejudice

At the recent Labour party conference, Roy Hattersley claimed that "the judicial tragedies of the last 20 years have largely arisen from judges who were unable to discard their judicial prejudices". All would change, he seemed to be suggesting, if there was a sentencing council and a new senior court of appeal designed to review possible miscarriages of justice. The change made against the judges is wholly misconceived; the proposals would do nothing more than duplicate what already exists, with a consequential waste of public money and time by those taking part. In the past 20 years, three miscarriages of justice have been established by judicial processes (the Conflat, Guildford and Maguire cases), and a fourth (the Birmingham Six case) is under investigation.

A number of other cases were alleged to have resulted in miscarriages of justice but after investigation in court have been adjudged not to have been. The best known are the Luton Post Office murder case and the two cases arising out of the BBC television series *Rough Justice*. In the former there were no less than three references by the home secretary to the Court of Appeal. The first, based on new evidence of an alibi for one of three appellants, succeeded, the other

two failed. In those 20 years there were probably about 200,000 convictions on indictment, which were not miscarriages of justice.

The critics of the judiciary fail to appreciate the limitations which the law places on a judge. In no real sense does he try the accused; that is what the jury does. The jurors decide what evidence to accept and what to reject. The judge is responsible only for ensuring that the trial is conducted properly, that the evidence is admissible, that the jury receives a correct direction as to the law, and that he sums up the evidence fairly. The judge has no investigative powers. He deals with the evidence put before the court by the prosecution and the accused. The most he can and should do is to invite the jury's attention to any weaknesses in the evidence he sees.

At the trial of the Guildford Four the issue for the jury was whether the confessions made by the accused had been made voluntarily and were true. The three male accused gave evidence. Carole Richardson gave a statement from the dock and evidence was called on her behalf in support of her alibi. The jury rejected this evidence, not the judge. No criticism has been made of Mr Justice Donaldson's (as he then was) summing up. He did not know, and could not have known that the text of an alleged confession had



been tampered with before trial. Why then should Mr Hattersley imply that he had any judicial prejudice which brought about a miscarriage of justice?

The same can be said about Mr Justice Donaldson's conduct of the Maguire case. The issue was whether what was found on the hands, under the fingernails and on some gloves had been proved to be nitro-glycerine and nothing else. After all the evidence had been called and counsel had made their speeches, a document was found by one of the expert witnesses for the defence which seemed to indicate that the test used to detect nitro-glycerine could also indicate the presence of another explosive. Neither counsel nor the judge seems to have appreciated the scientific significance of this document and no evidence was given to explain it. Years later it was discovered to have great evidential value. Mr Justice Donaldson cannot fairly be criticised for lacking prophetic powers.

The Court of Appeal's failure to detect miscarriages of justice when they have occurred is due to an inherent weakness in the appeal system, not to judicial prejudices.

The court does not re-try cases. It would be impracticable for it to do so. It has to proceed on the basis that the findings of fact implicit in the jury's verdict are the facts of the case. It can only disregard them if there is new evidence or the findings of the jury were perverse, or the court has a harking doubt. Needing a transcript of evidence is not conducive to raising a harking doubt.

The Court of Appeal has been criticised by Lords Devlin and Scarman for not ordering a new trial when the Guildford case was referred to it by the home secretary. The power to order a re-trial is statutory.

The court has to decide whether the evidence is likely to be credible. In the Guildford case, on the home secretary's reference, the court, having heard the new evidence, decided it was likely to be credible. Mr Hattersley and the two former Law Lords, had they heard the evidence which they did not, might have decided that it was. Differences of opinion of this kind are a poor basis for criticising those who had to make the decision, still less for suggesting that they were influenced by judicial prejudices.

It is clear that discrepancies in sentencing do occur. For the past 25 years the senior judges have tried to reduce them as far as

possible. Rigid statutory provisions can lead to injustices, as past experience has shown. Cases differ so. What matters is experience which is to be found in the criminal division of the Court of Appeal. The judges there will have spent years reading social enquiry reports, hearing probation officers give evidence, attending sentencing conferences and visiting penal establishments. What purpose would be served by giving institutional form to what already goes on?

At present putting right a suspected miscarriage of justice necessitates persuading the home secretary that there is new evidence requiring a further investigation by the Court of Appeal. In practice, a senior civil servant has to be persuaded that a case merits the home secretary's attention. Whatever system is set up there would have to be some kind of sieve, handled by middle-ranking staff, to separate the worthless cases from those meriting investigation. When they are found, why will the proposed new senior Court of Appeal be better able to identify miscarriages of justice than the present one? Who would man it?

The author is a former Lord Justice of Appeal and was a member of the Donovan Committee, whose recommendations were adopted in the Criminal Appeal Act 1968.

## Law Report October 23 1990 Court of Appeal

### Court can approve medical action which fails to prevent death of a ward

In re J (a Minor) (Wardship: Medical Treatment)  
Before Lord Donaldson of Lynton, Master of the Rolls, Lord Justice Balcombe and Lord Justice Taylor  
[Judgment October 19]

The court, acting solely on behalf of and in the best interests of a ward who was profoundly, but not terminally, ill, might in appropriate circumstances approve a medical course of action which failed to prevent death.

The correct approach in determining the child's best interests was to assess the quality of life if life-prolonging treatment were given and to decide whether, in all circumstances, such a life, judged from the child's view-point, would be intolerable to him.

There was, therefore, no absolute rule that, save where a ward was terminally ill, the court should never withhold consent to treatment to prolong

life regardless of its quality and of any additional suffering which the treatment itself might cause.

The Court of Appeal so stated dismissing an appeal by the Official Solicitor and varying the order of Mr Justice Scott Baker to approve the continuance of treatment in respect of J within the parameters of a medical report advising that in the event of his requiring further resuscitation it would not be in his best interests to do so by a ventilation machine unless that course seemed appropriate to the doctors caring for him in the prevailing clinical situation.

The court continued the injunction granted by the judge restraining identification of the ward, his parents, his carers or his whereabouts.

[Counsel and solicitors are therefore not identified.]

THE MASTER OF THE ROLLS said that baby J had been born very prematurely at

27 weeks, in May 1990, weighing only 1.1kg. He was not breathing and was placed almost at once on a ventilator, given antibiotics to counteract infection and was on a drip. His pulse rate became very low and for ten days it was tough and go whether he survived.

His Lordship referred to the subsequent history in August and September when J, after coming off the ventilator, suffered recurrent convulsions and further collapses necessitating resuscitation by ventilation. Since the end of September he had breathed independently, and in some ways his condition had slightly improved, but only from an abysmally low baseline.

His Lordship referred to doctors' attempts to discover J's long-term prognosis. It was clear that he had suffered very severe brain damage stemming from his prematurity.

Dr W, the most optimistic of the neo-natologists concerned in his care, considered that J was

likely to develop serious spastic quadriplegia who might never be able to sit up or hold his head upright, that he appeared to be blind and deaf, and was most unlikely to develop even the most limited intellectual abilities.

Most unfortunately he was likely to be able to feel pain to the same extent as a normal baby, because pain was a very basic response. His life expectancy was considerably reduced, at most to his late teens although it was expected that he would die long before then. That assessment was supported by objective scientific testing.

The problem now to be faced was what was to be done if J suffered another collapse. That might occur at any time but was not inevitable.

Usually that would be a matter to be discussed and decided by the doctors in consultation with the parents. That did not mean that parents could tell the doctors what to do. But

they would have the right to withhold consent to treatment, subject to the doctors' right to apply to the court and to seek the court's guidance.

Here, for extraneous reasons, J was a ward so that the right and duty to give or refuse consent was vested in the court.

The Official Solicitor submitted that the judge had erred in that a court was never justified in withholding consent to treatment to enable a child to survive a life-threatening condition which would deprive the child of the quality of life which it would experience thereafter. That was the absolutist approach.

Alternatively, he had submitted that the judge erred in that a court was only justified in withholding consent to such treatment if it was certain that the quality of the child's subsequent life would be "intolerable" to the child, "bound to be full of pain and suffering" and "demonstrably so awful

that in effect the child must be condemned to die" (see *In re B (a Minor) (Wardship: Medical Treatment)* (1981) 1 WLR 1421, 1424 per Lord Justice Templeman and Lord Justice Dunn).

His Lordship considered the first, absolutist, submission. Counsel had rightly submitted that in a case such as *In re C (a Minor) (Wardship: Medical Treatment)* (1990) Fam 26 neither the parents nor the court in deciding whether to give or to withhold consent, nor the doctors in deciding what treatment to recommend, or what they would be prepared to administer, were balancing life against death.

In such a case death was inevitable in the sense that the child was being balanced was a marginally longer life of pain against a marginally shorter life free from pain and ending in death with dignity. Counsel had also distinguished from that which was Lord Justice Balcombe's case of a child whose faculties had been entirely destroyed.

In support of his submission he had referred to *McKay v Essex Area Health Authority* (1982) QB 1166 but his Lordship did not regard it as providing the court with either guidance or assistance in the context of the present problem.

Counsel had also referred to the decision of the Supreme Court of British Columbia in *Re Superintendent of Family & Child Service and Dawson* (1983) 145 DLR (3d) 610.

In that case Judge McKenzie had said: "I do not think that it lies within the prerogative of any parent or of this court to look down upon a disadvantaged person and judge the quality of that person's life to be so low as not to be deserving of continuance."

The matter was well put in *Re W (Infant)* (1974) 360 NYS 2d 783, 787, where Judge Asch said: "There is a sordid cry in America to terminate the lives of other people - deemed physically or mentally defective. Assuredly one test of a civilisation is its concern with the survival of the 'unfit'."

The court must decide what its ward would choose, if he were in a position to make a sound judgment.

Judge McKenzie had continued: "This last sentence puts it right. It is not appropriate for an external decision maker to apply his standards of what constitutes a livable life and exercise the right to impose death if that standard is not met in his estimation."

"The decision can only be made in the context of the worthwhileness or otherwise of his life in its own context as a disabled person - and in that context he would not compare his life with a person enjoying normal advantages. He would know nothing of a normal person's life having never experienced it."

His Lordship was in complete agreement with Judge McKenzie that the starting point was not what might have been, but what was. He was also in complete agreement with the judge's implied assertion of the

great importance of the sanctity of human life.

He cavilled mildly with the words "the right to impose death". No such right existed in the court or the parents.

What was in issue was not such a right, but a right to choose a course of action which would fail to avert death. The choice was that of the patient if he were of full age and capacity. The choice was that of the parents or the court if, by reason of his age, the child could not make that choice and it was a choice which had to be made solely on behalf of the child and in what the court or parents conscientiously believed to be his best interests.

In his Lordship's view the last sentence of the quotation from *McKenzie* was rejected as a basis for decision rather than that he denied that there was a balancing exercise to be performed. The decision did not support the absolutist approach, which was Lord Justice Balcombe's case of a child whose faculties had been entirely destroyed.

Turning to the alternative submission, which owed much to the decision in *In re B*, his Lordship set out the facts of that case where a newly born male, "goliath" child, required a life-saving operation to relieve an intestinal blockage. The court had then consented to the operation.

His Lordship cited passages in pp 1424 and 1424-1425 from the judgments of Lord Justice Templeman and Lord Justice Dunn. He cavilled at the expressions "condemn to die" and "the child must live" in the judgment of the former.

Then shall not kill" was an absolute commitment to the present context. But to quote the well-known phrase in that context it was permissible to add "but needs not strive officiously to keep alive."

The decision on life and death was in the hands of the doctors and the court had to decide whether in the best interests of the child patient a particular decision as to medical treatment should be taken which, as a side effect, would render death more or less likely.

In his Lordship's view *In re B* came very near to being a binding authority for the proposition that there was a balancing exercise to be performed, in assessing "the course" to be adopted in the best interests of the child. His Lordship had no doubt that that should be and was the law.

Formulating the critical question, there was without doubt a strong presumption in favour of a course of action which would prolong life, but, excepting the "cabbage" cases, to which special considerations might well apply, it was not irrebuttable.

Account had to be taken of the pain and suffering and the quality of life which the child would experience if life were prolonged. Account had also to be taken of the pain and suffering involved in the proposed treatment itself.

His Lordship did not consider that the court either was bound or should treat Lord Justice Templeman's use of the words "demonstrably so awful" or Lord Justice Dunn's word "intolerable" as providing a quasi-statutory yardstick. His

Lordship preferred the formulation of Judge Asch as explained in *McKenzie* although it was probably merely another way of expressing the same concept.

The instinct and desire for survival was very strong. All believed in an asperse of sanctity of life. The formulation was not a matter of that, and also indicated the need to avoid looking at the problem from the view-point of the doctor, but instead required it to be looked at from the assumed view-point of the patient.

That gave effect to the fact that even very severely handicapped people found a quality of life "rewarding" which to the unhandicapped might seem unimaginable.

But in the end there would be cases in which the answer had to be that it was not in the best interests of the child to subject it to treatment which would cause increased suffering and produce no commensurate benefit, given the fullest possible weight to the child's and mankind's desire to survive.

The question here was whether it would be in the best interests of the child to put him on a mechanical ventilator, subject him to all the associated processes of intensive care, if at some future time he could not continue breathing unaided.

That was significantly different from being asked to consent to particular treatment which, more or less immediately in prospect, the judge had found that the odds were about even, if the need arose for artificial ventilation it would mean that the more optimistic prognoses would have been falsified.

The doctors were unanimous in recommending the proposed course approved by the judge. He was not to be criticised on the footing that he had thereby abdicated his responsibility leaving it to the doctors to decide. He had considered and reviewed their recommendations in the greatest detail and with the greatest care.

His Lordship considered the recommendations and concluded that he detected no error in the judge's approach and in principle he affirmed the decision.

There would, however, be minor variations to the order in particular his Lordship considered the words "the hospital authority do continue to treat..." was inappropriate because the court was not in wardship proceedings able to require the authority to follow a particular course of treatment.

It could withhold consent to treatment of which it disapproved and could express its approval by other treatment proposed by the authority and its doctors.

There was ample precedent for the judge's formula, but it was wrong and obscured the cooperative nature of the relationship between court and medical authorities. His Lordship preferred "approval" is given to the continuance of the treatment.

Lord Justice Balcombe delivered a judgment concurring in the result and Lord Justice Taylor delivered a judgment concurring with the Master of the Rolls.

## Balancing the obligations

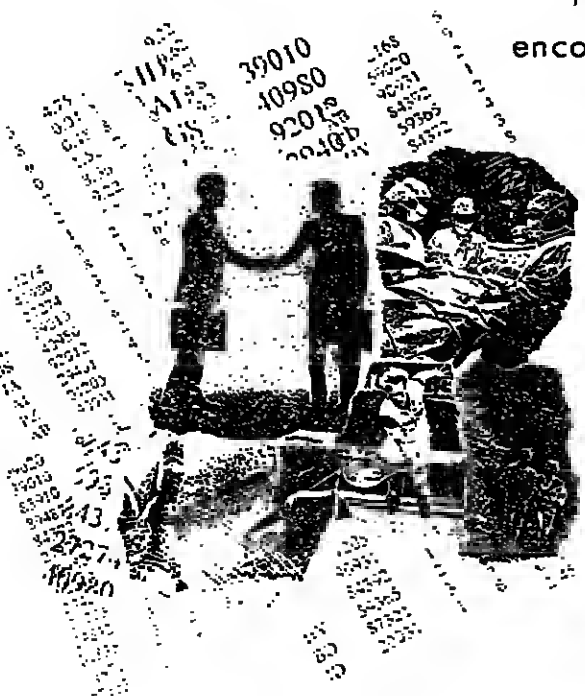
■ Employment law is a complex field in which the obligations of employee and employer need to be finely balanced and effectively communicated to all those involved.

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## Obligation to hold enquiry before compensation order is made

Regina v Hewitt  
Before Lord Justice Russell, Mr Justice Drake and Mr Justice Morland  
[Judgment October 15]

It was of particular importance when an immediate custodial sentence was imposed that a compensation order should not also be made unless the defendant had a realistic ability to pay.

Before making such an order the judge should tell counsel of his provisional intention and a proper enquiry as to the defendant's means should be carried out and submissions made by counsel.

The Court of Appeal so stated when allowing in part an appeal by Raymond Frederick Hewitt against a compensation order of £10,836 made on February 26,

1988 by Mr Recorder Harvey on the defendant's plea of guilty to offences of obtaining and attempting to obtain property by deception. The sum of the order was reduced to £120, the amount already paid by the defendant.

A total sentence also imposed of 18 months imprisonment, three-quarters suspended, remained unaffected, as did a restitution order of £4,588.56.

Mr J. H. Counsel, assigned by the Registrar of Criminal Appeals, for the appellant.

MR JUSTICE MORLAND, giving the judgment of the court, said that as in this case, during submissions about the defendant's antecedents and the background to the offences, counsel for the Crown stated

that compensation was sought, it was his duty to alert the judge to the need for an investigation to be carried out as to the defendant's means.

That had not been done and a large compensation order was imposed on the defendant without any investigation. In such circumstances it was the duty of counsel for the defendant as well as for the Crown to point out that such an order could not be made, coupled with an immediate custodial sentence, without a proper enquiry as to the defendant's ability to pay.

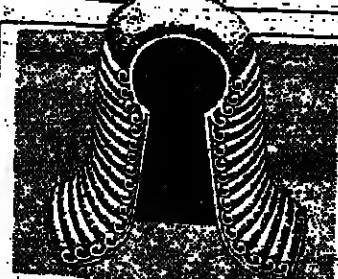
If that had happened it was almost certain that a compensation order, at least on this scale, would not have been made in this case, there would have been a break for an appeal, and a large amount of public money would have been saved.



## THE LAW

Firms are losing business by failing to tell clients about all their services, Edward Fennell writes

## Anything else for you, sir?



## The Times Law Awards 1990

**YOUNG** people with an interest in the law are invited to take part in The Times Law Awards 1990 competition, sponsored by Fishburn Boxer, the London solicitors.

To enter, write an essay of no more than 700 words on the issue: "Should the law ever restrict the right to know?"

The closing date for the receipt of essays is Friday November 30, 1990. Entrants must be aged between 17 and 24 on Friday November 30, 1990. The winning entries will be announced in January 1991, at an awards dinner at the Savoy Hotel, London.

Prizes: The winner will receive £3,000 cash, second prize is £2,000 and third prize is £1,000.

Judges: Lord Mackay, the Lord Chancellor; Simon Jenkins, the editor of The Times; and Clive Boxer, senior partner at Fishburn Boxer.

Rules: 1. The competition is open to all readers of The Times (except employees of Fishburn Boxer, Times Newspapers and News International and their families) who are aged between 17 and 24 on Friday November 30, 1990. The Times reserves an express licence to publish, at any time, all or any part of the essay.

2. Entrants should bear in mind that the essay must be the sole creation and original work of the entrant. Essays will not be eligible if they copy, or borrow, ideas from other copyright works. The Times reserves the right to delete or omit from any published essay anything which, in the absolute discretion of the editor, should not be published on editorial or legal grounds.

3. All entries will be acknowledged but will not be returned.

4. Entries must be no more than 700 words, typed in double space. The top sheet should carry the entrant's name, address, age and date of birth, home and daytime telephone number. If you are a student please include your subject(s) of study and institution. If you are training please give the name of your employer.

5. Entries should be sent to: The Times Law Awards, Epigram Associates, New Bank House, 28-30 Little Russell Street, London WC1A 2HN, to be received no later than November 30, 1990.

6. A competition helpline is available on 0898 200551.

Having taken a back seat for the past few months, the issue of marketing is again being pushed into the spotlight by legal business pundits. The state of near-recession is the conditioning factor, and the debate is about whether marketing efforts should be cut, at a time of lower profitability, or expanded in the hope of attracting more of the work which is still available.

A survey recently released to The Times by Ian Cooper Communications, the Leeds-based consultancy, suggests that there are still great gaps in the performance of many firms, which means that they are letting prospective business run through their fingers. No matter how good their legal skills, they are missing opportunities because of an unsystematic approach to their own practices. According to Ian Cooper's survey of 150 firms of all sizes, a total of 16 major failings were identified in at least half the sample. Perhaps most astonishing of all was the fact that 93 per cent of firms did not contact the client after a transaction was completed. As a result, they were unable to tell whether the client was satisfied or dissatisfied. In the light of this neglect it is not surprising that lawyers complain that client-loyalty is a thing of the past. More than two-thirds of firms admitted that their treatment of clients was "poor".

These figures, however, are just a taste of a long litany of apparent



disorganisation among firms of solicitors. Nine out of ten, for example, conceded that they failed to "cross-sell" their services. Having worked satisfactorily for clients, most solicitors are failing to alert them to the other services which they can provide.

Transactions are still seen as being one-off events rather than as part of an integrated all-round service. Yet, with the growing significance of, for example, environmental law, employment law, and intellectual property, the time is right for clients to be actively sold important new services.

Perhaps none of this is surprising when one takes into account that two-thirds of firms say they have

poor internal communications between departments, and, even worse, more than half admit to lack of communication between partners and fee-earners. As firms grow larger, the benefits of scale can only be realised if there are adequate internal communications.

These images of lost opportunities, however, are only half the picture. What the Ian Cooper survey also highlights is that, on the whole, solicitors do a good job in serving their client's immediate interests. Their high degree of professionalism means that they focus as a priority on the needs of the client. Once the transaction is complete technically, they think their job is done.

This is admirable, but it overlooks the fact that by neglecting their own interests they may be letting down the client as well. By omitting to mention new legislation, or failing to inform the client that a new internal specialism is being established, clients may be missing out on something they really need to know. Lawyers should, rightly, be shy of selling clients something they do not need. However, there is no embarrassment in marketing something they do need but of which they are not aware.

So what is to be done? Refreshingly, Ian Cooper does not say that every firm needs a marketing consultant to put them on the right track. There are plenty of things that firms can do for themselves to orchestrate their resources more effectively. "Experience has shown that 100 many firms indulge in marketing in a haphazard and uncoordinated way," Mr Cooper says.

"It is essential for firms to understand, identify, and admit their own weaknesses, and then define what objectives they want to achieve." By analysing the client's needs, by drawing up the programme to satisfy those needs, and then putting into effect a long-term and disciplined marketing plan, solicitors - and, increasingly, barristers' chambers - can do much to help both themselves and their clients. You may not be able to "buck the market", but you can improve the marketing.

## UK lags in franchise fraud legislation

FRANCHISING, the method of marketing products and services by making use of the drive and motivation of independent businessmen, is growing rapidly in popularity. Many famous names, such as Benetton, Franchising, Wimpy and Dyno-Rod, operate their businesses through franchises. Others, such as Shell, have recently started franchising.

In 1989, franchising in the UK reached a turnover of £4.73 billion and is predicted to increase to £11 billion by 1994, but do these impressive figures hide a less acceptable side to franchising? As long ago as 1986, Lord Roskill, in his report on franchise frauds, recognised the possibility of unscrupulous people using franchising for fraudulent purposes.

This report defined franchise frauds: "Franchisees induce investors to buy franchises, perhaps with associated equipment or plant, in (say) the fast food business, holding

out the prospect of large returns on the investment. But once the payment has been made, the franchise proves worthless and the equipment is not forthcoming."

Yet the evidence of such frauds in this country is very sketchy. The Office of Fair Trading, the UK's regulatory authority, confirms it receives few complaints. A recent survey reveals that of 295 franchisees, only 20 withdrew from franchising in 1989, and the majority of such withdrawals were a considered decision.

Do such surveys ignore the smaller, less-established franchises on which there is little information? Also, disappointed franchisees may not consider the Office of Fair Trading to be the appropriate body to complain to about fraudulent franchisors. Undoubtedly, reliable statistics are difficult to obtain.

In America, franchising fraud is on the rise, fuelled in part, according to prosecutors and federal

regulators, by a faltering economy. Franchise fraud has, in the words of a senior federal trade commission representative, "become a booming business for us".

IN AUSTRALIA, which dropped legislation to regulate franchising in 1986, the small businesses minister is considering introducing legislation to require a cooling-off period on contracts and to impose prior disclosure requirements. The previously implacable opposition of the Australian franchise association to such legislation may be waning.

In Belgium, as from January 1 of this year, anyone wishing to set up in business as a retailer with less than 50 employees has to deposit details indicating minimum business knowledge and experience. In France, a law was passed on December 31, 1989 requiring pre-contractual information to be provided to prospective franchisees. The decree implementing the law

and setting out the details to be provided has not yet been passed. In the UK, however, no such legislation is contemplated, and indeed few, if any, recognise the need.

Paradoxically, new regulations dealing with pyramid selling came into force in March of this year. Pyramid selling, with which franchising was associated in the early Seventies, is relatively uncommon, but the government seeks to regulate its activities by proposing controls on advertising, imposing a cooling-off period and regulating contract terms. Why such regulation is required for pyramid selling but not for franchising is unclear.

JOHN PRATT

● The author is a partner in Needham & James Solicitors of Birmingham and London, and author of Franchising: Law and Practice, to be published by Sweet & Maxwell this month.

## INNS AND OUTS

Lincoln's Inn Great Hall was, last week, the scene of the posthumous trial of George Washington on a charge of "practising high treason", organised by the American Inns of Court Foundation and the Society of English and American Lawyers. The evening, designed as part of the programme to foster relations between common law countries, raised funds for the Pegasus scholarship trust. But it also highlighted the differences between American and UK legal practice.

The American side had a team of 30 lawyers who have been working on the defence since June, while the UK prosecution consisted of three people, Sydney Kentridge, QC, ably assisted by Richard Slade and Lyon Cross. The US lawyers overran their allotted time despite the frantic ringing of the warning bell, and often confused the audience with their line of questioning. Mr Kentridge, however, demolished the defence witnesses one by one with well-chosen and often unanswerable questions. Despite Mr Kentridge's best efforts, Mr Washington was found not guilty. Lord Bridge of Harwich headed a panel of three judges which held that because the British government broke the compact between Parliament and the American people, they were entitled to self-determination. Highlights will be shown on BBC television in November.

Calls are mounting for a network of regional groups of child care lawyers to help practitioners respond to the demands of the Children Act, and the radically changed philosophy it will introduce. Practitioners will need to understand all the public and private law procedures and remedies concerning children. There are 13 regional child care groups already in existence, and the Law Society has devised a kit for solicitors wishing to start further groups. The first national conference for child care lawyers, held in Oxford last month, concluded that since the fine detail of the Children Act is still at the consultation stage, there is clear scope for practitioners to join together and become involved in the consultation process. Since the Law Society is about to revise the criteria for selection to the Child Care Panel, and has imposed a moratorium on applications for membership as from the end of December, child care solicitors may find it a propitious time to be heard with a united voice.

Why is the legal profession recruiting so many non-law graduates? Is it more important for law graduates to have a solid academic understanding of the law, or to be equipped with some of the skills they will need to apply the law in practice? Do lawyers really need to study law at undergraduate level? These are some of the questions to be addressed at an Association of Law Teachers seminar next week at the Institute of Advanced Legal Studies in London. The skills debate has already had a profound effect on the design of the postgraduate professional exam courses for both solicitors and barristers, and has been addressed in some polytechnic undergraduate courses, where a level of practice skills is taught through law clinics as an optional subject. But the extent to which it should form a compulsory part of the curriculum is still hotly debated.

Could the legal aid system possibly be squeezed any more than it is now by expenditure constraints? The answer, unfortunately, is yes, as France has shown in the recent publication of its truly lamentable 1989 figures for legal aid expenditure and eligibility limits. In 1989, France spent about £40 million on legal aid, a mere tenth of the amount spent in England and Wales, and income eligibility limits have now fallen to 84 per cent of the minimum monthly wage, compared to 35 per cent above in 1972. Legal aid work is therefore an insignificant source of income for French lawyers (the average payment per case was £29), while in this country it produces more than 10 per cent of the income of all solicitors. The Conseil d'Etat has called for radical improvements to the system.

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## City Salaries

Salaries in the top City firms have continued to rise, especially at the more junior end of the market. Assistant solicitors one-year-qualified are now earning about £28-30,000. Those two-years-qualified are on about £35-40,000, and those qualified three years, £40-45,000. We estimate that these figures represent an average increase of about 10%-12% for the year, but this average covers a wide variation - from about 5% up to 20% according to specialisation. Newly qualified solicitors are now earning c £25,000. Articled clerks are on a basic salary of around £16,250, with increases of £1,000 every six months. (These figures are for the larger City firms.)

At more senior levels the overall rate of increase seems to be lower - about 5%-10% - but this is more difficult to assess because salaries are spread over such a wide range.

As the economic downturn affects wider areas of legal practice these high salary increases will no doubt diminish. Already, many personnel managers are saying that the next pay review will show little change. Different sectors of the job market, of course, are being affected differently. Some areas, such as shipping litigation, are still flourishing and are seeing substantial salary increases. In other areas salaries are being increased at (or below) the rate of inflation.

Because of these growing distinctions in the job-market, it is difficult to advise candidates on the salaries they can expect to be offered. Our advice, once reasonably confident, is inevitably becoming more cautious.

Michael Chambers

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Clyde and Co Readership in International and European Business Law

Applications are invited for a Readership in International and European Business Law attainable from 1 October 1991 or earlier by arrangement.

We are seeking to appoint a person who wishes to specialise in the area of International and European Business Law in its widest aspects. These include but are not restricted to: Competition Law, generally and with reference to the European Community, Capital Market Law, International Business Transactions, International and EEC Aspects of Taxation, and the law relating to foreign trade generally.

The Readership will bear the title The Clyde and Company Readership in International and European Business Law to emphasise the relationship between the LSE and Messrs Clyde and Co who have generously sponsored this post.

The appointment will be at the appropriate point on the salary scale for Readers (£19,613 - £26,471) plus £1,767 London Allowance a year) according to qualifications, age and experience.

Application forms and further particulars are available from the Staffing Office (tel: 071-955-7070), London School of Economics, Houghton Street, London WC2A 2AE.

Closing date for applications is 23 November 1990.

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MAJOR RECORD COMPANY

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Our client is very successful in what is a high-profile and stimulating industry. The company can consequently offer attractive work, exceptional prospects and a competitive salary-and-benefits package.

For further information please contact Philip Boynton, LL.B., LL.M., on 071-405 6852 or write to him at Reuter Simkin Ltd., Recruitment Consultants, 5 Bream's Buildings, Chancery Lane, London EC4A 3DY.

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For further information, please contact Danielle Ross or Stephen Rodney on 071-405 6062 (071-354 3079 evenings/weekends) or write to Quarry Dougall Recruitment, 9 Brownlow Street, London WC1V 6JD.

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The successful applicant should have wide ranging international experience including commercial contracts, commercial property, construction, joint ventures, acquisitions and disposals, employment and EEC law.

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This is a superb opportunity to become the first in-house lawyer within this dynamic young company which offers high calibre individuals unlimited scope for business involvement at board level. The position will also require some overseas travel, particularly throughout Europe.

For further information or a confidential discussion, interested applicants should telephone Robert Drury on 071-437 0464 (fax: 071-437 0597) or write, enclosing brief details, to the address below.

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## PUBLIC NOTICES

Continued from page 37

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Applicants should apply in writing to the Director  
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be held in November.

Charities Evaluation Services, Forbes  
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CONTINUED ON NEXT PAGE



# Brewing a satisfying career

The Domesday Book mentions brewers and says unhopped ale was brewed in Roman Britain. Beer as we know it, however, dates from the 15th century, with the introduction of hops from Flanders. Although a traditional profession, brewing has to respond to changing consumer demands, market forces and new technology. For example, you can now buy a "green" lager made from organically grown barley and hops.

Beer remains the most popular alcoholic drink in the United Kingdom. Every day British brewers produce 30 million pints of beer, ales, lager and stout. Despite increased concentration of ownership, about 60 companies still operate more than 100 breweries.

Graduates wishing to enter the industry generally apply first to one of the big six brewers: Allied (Ind Coope, Tetley, Ansells); Bass; Grand Metropolitan (Ruddells, Watney); Scottish & Newcastle (McEwans and Youngers); Whitbread and Courage. Guinness has no pubs but is a graduate recruiter on the "milk round" of college and universities.

Bass, whose brands include Tennent's, Worthington, Stones, Carling Black Label and Draught Bass, is Britain's biggest brewer and also has large interests in hotels, pubs, soft drinks, social clubs and betting. The company takes on about 150 graduates a year, including about 60 for its brewing division, although only half-a-dozen will be employed in brewing as such. Others go into sales, marketing, engineering, finance, systems and distribution.

At her office in Burton on Trent, Staffordshire, Caroline Watts, a

personnel manager with Bass, says brewing is regarded as fairly specialised and that the company is looking for the production directors of the future. Applicants for the production side of brewing need at least a 2.2 degree in a pure or applied scientifically based discipline. "We are looking for someone with a good combination of management potential and technical ability," she says. "Our ideal candidate would also have a strong commercial awareness."

For the more scientific candidate there is a central research and development unit at Bass, but generally this section requires a higher degree and research experience. The Brewing Research Foundation at Nutfield, Surrey, which is financed by the industry, also offers research and development opportunities.

The Bass recruitment brochure refers to brewing as "an art and a science", and beer enthusiasts sometimes talk of breweries as "cathedrals of beer". Production brewers supervise a team of technicians and operatives and, therefore, have to develop their general management skills while retaining responsibility for a complex biochemical process and product consistency.

Brewing is traditionally a male preserve and a woman working in the brewhouse may provoke

raised eyebrows, but Bass says it is an equal opportunities employer and that of five production traineeships offered this year, three went to women. Three women run their own micro-breweries in the smaller, entrepreneurial sector of the industry.

The Manpower and Mergers Commission reports on the beer industry, and the government's insistence that tied pubs offer a guest beer has been heralded as a breakthrough for the smaller, independent breweries and, although the larger regional brewers do not recruit as many graduates as the big six, career opportunities exist at companies such as Adcocks (Suffolk); Wolverhampton and Dudley; Devonish (West Country); Brains (South Wales) and Greene King (East Anglia). Opportunities may also exist for A-level entrants.

One of the biggest regional breweries is Marston's, which produces Pedigree, the award-winning bitter. Allan Alpin, the company's production director, who started as a trainee shift brewer 30 years ago, says that the brewer's job is definitely not a case of sitting at an automated panel. He looks for "practical types who like to get their hands on the plant", and believes man-manage-

ment is vital to a brewer's skill. Brewing is a continuous production process and graduates must be ready to work shifts. "You cannot be a nine-to-five man in this game," Mr Alpin says. "Hours are sometimes erratic; I once spent three days and nights in the brewery room, snatching some sleep to a chair."

Production jobs with the big six are likely to be more specialised. A graduate could have responsibility for one stage of the brewing process, work production or fermentation for example, while the regionals may require a Jack of all trades. "We cannot afford to employ an expert for everything," Mr Alpin says. "Our people need to be versatile."

The only brewing science degree course offered in Britain is at Heriot-Watt University, Edinburgh. The International Centre for Brewing and Distilling has its pilot-scale brewing facilities there and offers postgraduate courses, including an MSc and a Diploma in Brewing.

Dr Iain Campbell, a lecturer at Heriot-Watt, says: "Finding employment has never been a serious problem. All this year's finalists have got jobs in the industry. From time to time we have enquiries from companies seeking new graduates as trainee brewers and we have no one left to fill these posts."

Once employed, brewers pursue further professional qualifications by studying for the examinations set by the Institute of Brewing - associate membership and, after four years' experience, the diploma which confers master brewer status. This tests practical knowledge of raw materials, brew-



Taste of success: Dan Urwin, a biochemist aged 26, is a project and development manager at Bass

ing, packaging, dispensing, engineering and quality control. Senior managers hope their new graduates think of brewing as a career for life, and company loyalty is much valued.

Beer-drinking students attracted by a brewing career should note that while product knowledge is important it is not enough. Although tasting the beer is part of the job, Ms Watts highlights the need for adaptability, initiative and decisiveness in her recruits.

**Institute of Brewing** 33 Clarges Street, London W1P 8EE. The booklet *Technical Management in the Brewing Industry* is available from the *Brewers' Society*, 42 Portman Square, London W1H 0BB. *The Trade Book: The Brewery Manual and Who's Who*, is available at some public libraries. *The Campaign for Real Ale (CAMRA)* publishes fact sheets on beer and a monthly newspaper, *What's Brewing*. CAMRA, 34 Alma Road, St Albans, Hertfordshire AL1 3BW.

**PROFILE**

DAN Urwin, aged 26, is project and development manager at the Bass Cape Hill Brewery in Birmingham, which makes lager, bitter and mild, which is still popular in the West Midlands. He joined the company in 1986 with an honours degree in biochemistry and a master's degree in brewing science. Next June he will sit for his Institute of Brewing diploma exams. "You have to be able to answer questions on topics ranging from growing barley in the fields to pulling a pint in the pub," Mr Urwin says. He knows the importance of the exam. "It's a ticket to becoming a senior manager. Without the ticket, you don't get on the bus." His training has been comprehensive, working in different places and with different aspects of brewing - mashing, fermenting, packaging, quality control and engineering.

The emphasis at Bass is on giving trainees a proper job to do, and within three months Mr Urwin was running a brewing shift in Glasgow. He worked in a brew-pub in the United States to get practical experience of running a small unit and to see the sharp end - retailing. His present job includes the design, commissioning and installation of plant. He enjoys the teamwork, and the demands of a friendly, open industry, and at 108 courses you meet graduates from other companies," he says. Much of Bass's beer production is computerised and technological awareness is important, but when asked if the modern brewer is a button-pusher, Mr Urwin replies: "I wish he were; 80 per cent of the job is man-management and 20 per cent is technical brewing."

For further information: Bass Brewing, PO Box 27, Birmingham B16 0PD (021 698 1481).

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## PUBLIC APPOINTMENTS

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### BRITISH MUSEUM

#### KEEPER OF ETHNOGRAPHY

The Department of Ethnography has collections derived from the indigenous peoples of Africa, Australia, Pacific Islands, North and South America and some areas of Europe and Asia. Both ethnographical and archaeological as well as recent and contemporary cultures are represented.

The Keeper's duties include the general administration of the Department; the security, care, improvement and cataloguing of the collections; the maintenance of its public service (including exhibitions and publications); and the direction of scholarly work by its staff.

Candidates should normally be aged between 35 and 55, but exceptionally well-qualified candidates outside these age limits will be considered. Candidates must be of high academic standing within the field of ethnography, anthropology or archaeology. Administrative ability is essential, and experience in a museum, preferably with materials similar to those of the Museum of Mankind, would be a considerable advantage.

Starting salary £37,200-£40,360 according to qualifications and experience.

For further details and an application form (to be returned by 14 November 1990), write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref G/8639/90.

The British Museum is an equal opportunity employer

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The Business Action Team's mission is to assist in the economic and social regeneration of East London - projects are "championed" by member companies across a range of fields.

Reporting to the Chairman we now need a Chief Executive to head the Secretariat which will manage around 100 projects. It will be the successful candidate's responsibility to ensure that all aspects of the partnership strategy are executed, including establishing and maintaining links with local and central government, as well as with the voluntary sector. This will encompass projecting the image, aims and achievements of the partnership.

Success will require a leader of proven ability, who has the vision to translate the partnership's objectives and strategies into

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The role is challenging and demands the capacity to work under considerable pressure in sensitive situations. Achieving results is obviously of paramount importance.

Salary will not be a limiting factor as a package of £50K is envisaged to attract the right calibre.

In the first instance, please write to: Denis Waxman, Hays Personnel Services, 1st Floor, Glen House, Stag Place, Victoria, SW1E 5AA who is advising on this appointment. (Closing date for applications 7.11.90).

East London Partnership is an equal opportunities employer.

### CRAFTS COUNCIL

#### DEPUTY DIRECTOR

The Crafts Council, a body incorporated by Royal Charter, whose aim is to encourage the creation of fine crafts, invites applications for the post of Deputy Director.

The Deputy Director is responsible for the key resources of the organization, financial, human and physical, as well as for the trading operations. He/she must have considerable management experience, gained preferably in the public sector, and must possess sound personnel management skills together with a good understanding of financial management. A professional qualification relating to at least one functional responsibility of the post would be an advantage and the candidate should be sympathetic to the aims of a national arts body. Next year the Council will be moving to new premises with a larger gallery and the postholder will play a key part in this important development.

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For further information and application form contact Penelope Rhodes, Crafts Council, 1 Oxendon Street, London SW1Y 4AT. Tel: 071-930 4811.

This is a re-advertisement. Previous applicants need not reapply.

Closing date for applications: 6th November 1990.

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Applications from qualifying ref. 90/004 (Solicitor) or 90/005 (Legal Assistant) from the County Secretary & Solicitor, County Hall, Wexham, Wexham BA11 5JA. Tel: (0225) 769641 ext. 3018. Closing date for applications: Friday, 16th November, 1990.

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Wiltshire  
COUNTY COUNCIL

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Solihull MBC has an established reputation for excellence and innovation in Education. We need a Director of Education to continue our innovative approach and maintain effective management in a changing environment. There will be an opportunity to influence and implement a new departmental structure which is designed to ensure that we continue to deliver the high standard of education that our customers expect. The new Director will be a member of the Chief Officers Group and will be expected to contribute to the wider corporate management of the Authority.

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For an informal discussion about the post please contact the present Director of Education, Michael Sweet, on 021 704 6672.

Ref: SI/C901A

Closing date: 9th November, 1990.

Application forms and further details from the Town Clerk and Chief Executive Officer, Metropolitan Borough of Solihull, P.O. Box 18, Council House, Solihull, West Midlands B91 3QS.

Telephone: 021-704 6086 (24-hour answering service) quoting reference number.

ALL APPLICATIONS WILL BE CONSIDERED ON THEIR MERIT.

Solihull

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Your background could be in the public or private sector, but you should be a qualified accountant with significant financial and managerial experience. This will include business planning, managing a department or major project, and the ability to contribute to and develop corporate strategy.

For an information pack, please contact District Personnel, District Headquarters, Farnham Road Hospital, Guildford, Surrey, GU2 5LX, or telephone Guildford (0483) 61612 ext 3232. Applications are invited by CV.

To discuss the post informally, please contact Mr Michael Foster, Unit General Manager, 0483 571122 ext 4006. Closing date: Monday 12th November 1990.

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Class 13 (Div 13): J. A. M. Rios	Class 14 (Div 14): J. A. M. Rios
Class 15 (Div 15): J. A. M. Rios	Class 16 (Div 16): J. A. M. Rios
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Class 99 (Div 99): J. A. M. Rios	Class 100 (Div 100): J. A. M. Rios

# Bucknall faces a tough start with Sunderland

By NICHOLAS HARLING

THE International Basketball Federation (Fiba) confirmed yesterday that Sunderland can include their new signing, Steve Bucknall, in tonight's Korac Cup tie against PAOK Salonika.

Sunderland were not revealing yesterday how they had managed to acquire the 6ft 5in Great Britain international, who last year became the first Englishman to play in the National Basketball Association to the United States.

Brian Dobson, the Sunderland chairman, said: "He'll be taking a slight dip in salary."

Dobson felt that Sunderland struck up a good relationship with Bucknall, aged 24, during the 15 months in which he tracked him as he tried, unsuccessfully, to make the grade with Los Angeles Lakers after graduating from the University of North Carolina.

"I'm sure he'll improve the team," Dobson said, which could well prove to be the understatement of the season.

Although Sunderland came from 55-53 behind at half-time on Saturday to win 110-99 at Manchester, with 33 points from Vaughan and 31 from Saunders, they can hardly fail to be a better side with the former Crystal Palace junior helping Saunders in the back court.

Tonight, though, will be tough. Besides the redoubtable Greeks in PAOK's line-up, Sunderland will face the excellent Yugoslav guard, Branimir Prelevic, and the American, Ken Barlow, who has made his reputation with Phillips Milan and Maccabi Tel Aviv.

In Sunderland's favour, however, is the fact that their 6ft 10in Canadian, Scott Paterson, has fully recovered from so Achilles tendon injury, which was put to the test against Manchester where he responded with 14 points.

While Sunderland were succeeding at Stretford, the last two unbeaten teams were meeting at Tolworth, where Kingston were good value for their 95-91 success against Leicester, who turned the ball over far too many times for their own good. "We blew it," Peter Mintoft, their coach said. "We had our chances but we were not good enough to take them."

Not that Kingston are completely happy, bearing in mind their own European Cup tie with CSKA Moscow on Thursday. "We're still missing far too many lay-ups," Kevin Cadie, their coach, said. Clark (30) and Byrd (25) were Kingston's top scorers but neither of them could match Leicester's accuracy at three-pointers. They hit eight in all, three apiece from Landell and Meagher and one from each of Waldron and Gale.

Dan Lloyd's return to club coaching with Hemel Hempstead Royals began, predictably, with a defeat by 109-87 at Derby.

# Speedwell look to a better return

TEAM Mizuno Malory gave the clearest indication yet that they have every intention of holding on to the men's title when they defeated Speedwell Racaner, their most likely challengers this season, in the men's first division of the Royal Bank English League (Roddy Mackenzie writes).

"We're really looking for Malory to drop a few sets here and there and to remain unbeaten ourselves," he said. "Then I think we can beat them in the return at home."

Aquila defeated MGI Wessex 14-16, 15-12, 15-11, 15-8, in a match that could have a vital bearing on who fills the top four places in the men's first division at the end of the season and qualifies for the Supercup.

Ralph Hippolyte, the Great Britain coach, will spend the week at clubs in Edinburgh, Perth, Falkirk and Glasgow before going to Northern Ireland on Friday for similar seminars.

"We played below ourselves," Ivor Paul, the Speedwell coach, said. "I can't really explain what went wrong in the first set, perhaps it was just nerves. Our first five players served out a couple of our players did not perform as they should have."

Paul does not believe that Malory, who have strengthened their squad over the close season, are unbeatable, although he admitted that there are few teams in the first division capable of upsetting the champions.

The London club won 15-0, 16-14, 15-12 and their victory was achieved without Alex Bialokoz, one of their Great Britain internationals. Malory's emphatic first-set win was reminiscent of the first-set whitewash they produced against Liverpool City in the cup final two-and-a-half years ago and it left Speedwell with a mountain to climb.

"We played below ourselves," Ivor Paul, the Speedwell coach, said. "I can't really explain what went wrong in the first set, perhaps it was just nerves. Our first five players served out a couple of our players did not perform as they should have."

# Boardman upset by traffic jam

CHRIS Boardman had cause for complaint yesterday, despite a convincing victory over Graeme O'Brien, of Scotland, in the South Western RC 50km invitation 11m-trial at Cranleigh, Surrey (Peter Bryan writes).

Boardman expressed annoyance about traffic during Sunday's trial. He criticised drivers who caused a tailback that lost him time and forced him to overtake on the inside.

Fortunately, before the last ten miles he had built up a useful advantage on O'Brien, a rider who has a vast untapped talent. "But for that," Boardman said, "I could have lost the race." He won by 1min 29sec.

It was Boardman's second national title since a five-week absence after a stomach operation in June. Next weekend he leads the Manchester Wheelers in defence of both his individual hill climb championship and their team title, at Widdicombe in the Moor, Dartmoor.

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Closing date 19th November 1990

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Please quote Ref: 161010.

Closing date: 9th November 1990.

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For an application form (available by 1st November 1990) and further details contact Director of Personnel and Management Services, 7th Floor, City Hall, Leicester LE1 5UG. Tel: 517999

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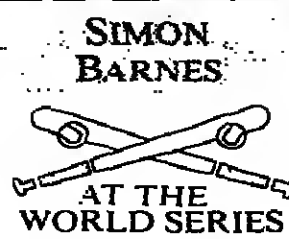
# Baseball is the diamond in the crown

**Oakland**  
THERE has only been one memorable thing said about Oakland, Gertrude Stein said it. "There is no there there." Oakland is an embarrassing suburb of San Francisco masquerading as a town in its own right. In the right mood, San Francisco seems to encapsulate all that is most appealing about the United States. Oakland is the reverse side of this coin.

Oakland had two great assets. One was the Oakland Raiders football team: the black-uniformed boys who were rough and horrible even by the elevated standards of American football. But the Raiders have moved down the coast to Los Angeles.

Oakland still had the Oakland A's baseball club. One week ago today, the A's were regarded as one of the finest baseball teams in history. Now they are seen as the side that can't take it when life gets tough. They won the American League three years in succession, but they have won the World Series only once. They are now seen as blow-out kings: a side slightly short of the highest class. Oakland has not got a great deal going for it at the moment.

The A's began this last World Series as overwhelming



**SIMON BARNES**  
AT THE WORLD SERIES

favourites, but they were beaten in four successive games by the Cincinnati Reds, a side that was there just to make up the numbers. Alas, poor Oakland: it has been fascinating to see how rapidly they shifted from swaggering excellence to humiliation.

The person who can tell you the most about humiliation is Jose Canseco, the highest-paid player in baseball. He was dropped from the starting line-up for the last game in the series, coming on at the end as a pinch-hitter (translation: substitute batsman). All that did was to reduce his series average to a pathetic .083. So much for a man supposed to be one of the A's Bash Brothers.

Meanwhile, Cincinnati's journeyman pros did the business when it mattered: players like Billy Hatcher, Chris Sabo. "We were the aggressive team, the dominant

team, throughout," their manager, Lou Piniella, said. It has been fascinating watching the dynamics of this series: I have been seeing the familiar patterns of competition through the lens of an unfamiliar game. The process of doing all this has been wonderfully cheering.

There are many reasons for this. The first is that baseball is a really great game. All four matches have been watchable: one has been as absorbing as any match of any kind I have ever seen, and one has been so preposterously over the top you could hardly believe it was going on.

The format of baseball makes for such moments. Drama stems from the game's rhythm of increasing and relaxing tensions. Like cricket, it is a team game of which the central part is individual combat.

Baseball is centred around the fiendishly difficult trick of hitting a ball with a round bat. At speeds of 90mph, there is not a great deal of margin for error. The tensions in each confrontation come from the working of the "count": bluff and counter-bluff are at the heart of the confrontation.

The tensions of each encounter between pitcher and batter relate

to the dramatic tensions in the game as a whole. Baseball is a game of slow, relentless build-ups and sudden, explosive releases of tension.

It is wonderful stuff and it is all perfectly accessible. But it has yet to capture the hearts and minds of the British television viewer. The television people tried but they did it all wrong. They packaged it in highlights. American football took off in Britain because highlights worked. There is a case for saying that the game is better in highlights than at its protracted natural length.

But baseball highlights do not give you the flavour of the match. The ebbing and flowing of advantage is only apparent over the three hours or so of a full ball game. Baseball must be complete, or it is nothing at all.

But it is baseball, not football, that is called "the national game" here in America. President Bush wrote a line in the World Series programme saying "baseball is the most democratic of sports", adding in brackets "of course, it is also the most republican".

He is wrong. The most republican of games is football. President Nixon was obsessed with the

game. It is a game of controlled plays and set-pieces. It is a game in which helmeted men do what they are told: it is the most militaristic of all games.

Baseball is a game of greater freedoms. Any person in the side can have an opportunity to win or lose the game on his own account. Take Billy Bates in that preposterous second game. Billy, with never a hit in anger for the Reds, went in as a pinch-hitter and scored the winning run.

In a way, baseball is like seeing sport for the first time again. I spent four weeks at the World Cup this year. Many of the games lacked vividness, freshness, drama. Of course, there were some fine moments, but for the most part you felt that you were watching a game that has lost its way.

The pleasures of the World Series went a long way beyond the happy smugness of comprehending an esoteric event. The real joys were the joys of all good sport: drama, skill, complex manoeuvrings, simple excitement, and finally the perennial fascination of the greatest sporting truth of all: that sport does not build character. It merely reveals it.

## BOXING

# Holyfield in fine trim after balletic supervision

From SRIKUMAR SEN, BOXING CORRESPONDENT, LAS VEGAS

BOXING is taking a rest from the bad guys. After Mike Tyson lost his world heavyweight title to James "Buster" Douglas last February, the publicity men have stopped dwelling on the brutish past of champions and challengers to sell tickets.

No more the Listons. Foremans and Tysons, men who were less than kind to their fellow citizens in their younger days. Now it is the turn of those who love God and are good to their mums and want to do something for the kids of this world: Douglas and Evander Holyfield, who meet at the Mirage Hotel here on Thursday.

Holyfield, unbeaten in 24 contests, has been described as the warrior of warriors. John Phillips in *Boxing Illustrated* talked of him as a "God-loving, dedicated and fearless fighter. In another era this square-jawed, quiet man would have been the one chosen to pull the sword from the stone. If King Arthur and the other guys were sitting around the big table today, swilling grog, they probably would dub him Evander the Patient."

In less colourful terms, Holyfield can be described as an athlete's athlete. He will be seen by many as the finest specimen ever to step into the ring. He is the creation of the best of old-fashioned methods and modern technology. "He has ice water in his veins," says Lou Duva, his head trainer.

Holyfield has been shaped by four experts. One is "Prosser" George Benton, who was entrusted with turning him from an amateur into a 24-0 (20 knockouts) professional. Another is Lee Haney, "Mr Olympia", who has built up his body to 210lb-plus. A third is Tim Hallmark, a former triathlete, who has been concerned with his stamina.

Hallmark has had him doing ten repetitions of 360lb bench presses after his pulse rate has risen to 190. "A football player can do 360 with a normal heartbeat," Hallmark said. "If you ask

him to do 360 after getting his heartbeat up to 190, he'd look at you like you're crazy."

But this Omega Project, which was started a year ago to "melt down Iron Mike" might have come to nothing if it had not been for the fourth member of Holyfield's team: Marya Kennett, a 72-year-old ballet teacher from Goshen, New York. "Everybody looks after his body," she said. "I look after what's underneath it."

In the one month she has been working with Holyfield she has removed the stiffness from the challenger's body and given him all-round mobility. "He is like a beautiful racehorse," she said. "No, we don't do ballet. I stretch him. He is very tight. When he first came to me he could not even touch his toes."

According to the ballet teacher, Holyfield's tendons have not grown with his muscles. "I found a muscle under his arm, triceps, that was so tight he could not stretch his arms fully."

So important is Kennett's role that she will be in Holyfield's dressing-room just before he starts to walk to the ring. "I would like to be with him for an hour," she said. "I would like him warmed up to the sixth round before he starts. After that I must go back and do the *Nutcracker* in New York. From the sublime to the ridiculous," she laughed.

Even the male members of the team have accepted her importance to the success of the fight. Hallmark said: "Strength without flexibility is very debilitating for a fighter. Evander is a beautiful blend of strength, endurance and flexibility."

Benton, in charge of the old technology of sweat, tears and the heavy bag, gave his view on the finished product: "I'm not going to knock it. He's doing better since this lady came round."

A grateful Holyfield said: "I know my flexibility was my weakness. It'll help me maintain my speed throughout the fight. The weight programme is not successful if you lose flexibility."

# Pyatt plans a parting shot for Jackson

By BRIAN STILES

CHRIS Pyatt has the power to do John David Jackson, the World Boxing Organisation light-middleweight champion, a big favour tonight — by taking his title from him and convincing him that he should move up division, where there are bigger pay nights and more public acclaim.

The American, who has twice defended his title successfully, is receiving his biggest prize, but he will be aiming to leave the division on a winning note and Pyatt will need to pay strict attention to defence in the early rounds, when Jackson will probably feel he has his best chance of success at the Grand Hotel, Leicester, tonight.

Pyatt has waited a long time for his shot at a world title, having been lined up to meet Mike McCollum, the then World Boxing Association middleweight champion, in 1988. That arrangement fell

through and, while he waited, Pyatt rashly decided to defend his European title against Gianfranco Rosi in Italy.

As with so many British who go the distance on the Continent the verdict went against him, and he had to suffer the indignity of watching Rosi go on to win the WBC and the IBF versions of the title.

The toughest test for Jackson came in France last February when he put down the challenger, Manny Cannara, eight times before himself being felled in the eleventh. The French crowd invaded the ring before their man had been declared the winner and the bout was subsequently declared a no-contest.

The way Jackson struggled in the latter stages then will hearten Pyatt, who believes he is in perfect shape. "I have peaked at the right time and I have trained for a hard 12-round fight," he said.

At the contest last night the Leicester boxer likely to expose the frailties of the southpaw from Colorado. Under Jimmy Tibbs, the trainer, he has learned to curb the recklessness of the past, and should dispose of the champion late in the proceedings.

# Snooker makes room for a new kid on the block



Looking ahead: Bond's management plans to prepare him for increased attention from the public and media

# Bond picks right numbers game

By STEVE ACTESON

A 10-5 scoreline against you in the final of an important tournament would normally be the cue for a hurried departure. For Nigel Bond, it signalled arrival.

Bond, a pleasant if shy young man from Darley Dale, in Derbyshire, is ranked only No. 38 in the world, but on Sunday he attracted the support of the snooker watching public rather than their pity, despite his heavy beating by Stephen Hendry, the world champion, in the Rothmans grand prix final in Reading.

Hendry, ultimately £75,000 the richer, reigned supreme in the evening session, dashing off seven frames in succession for victory. Bond, who had ac-

counted for Steve Davis and Jimmy White on his march to a first ranking final and a £40,000 payday, nevertheless revealed his potential with a marvellous spree of five winning frames from 3-0 down in the afternoon, including a 139 total clearance.

For Bond, who turned professional as the English amateur champion only in the summer of 1989, the big time beckons. Aged 24, he seems assured of a place among the elite top 16 next season.

Bond first picked up a cue at the age of eight, but more robust activities attracted him and he was a junior triathlete as an all-rounder for Derbyshire county cricket club. A brief flirtation with accountancy followed, but

it was a different numbers game that held his attention.

Ian Doyle could not lose in the final. "I signed Nigel last year because he had both talent and character," the manager of both finalists said. "He may seem to lack a little personality, but Stephen was like that too, and don't forget only two years ago Nigel was an amateur playing in clubs and now he's playing on the world stage."

"Like Stephen, Nigel will be groomed to deal with it. We will give him this season to settle in, and then he will go on a course teaching him how to deal with the public, the media, but most of all television."

Bond said: "I'm a naturally quiet person so I find all the attention a little hard to cope

with, but it's part of the job. The public pay our wages."

Hendry said of Bond's five-frame streak in the first four of which he scored only two points: "Nobody has done that to me before, not even Steve Davis."

The majority of support for Bond at the Hexagon Theatre reminded Hendry that life at the top of the tree is lonely. "Not only do all the other players want to beat you even more, but the public start to hope you lose too," Hendry said. "It's funny isn't it? — now Davis is losing, everybody suddenly loves him."

PRINCE S Hendry 8000 vs N Bond 6000, 10-5. Frame scores: Hendry first 51-15, 62-16, 64-63, 100-20, 2-60, 2-139, 0-86, 43-78, 72-16, 100-0, 70-40, 77-16, 105-1, 93-1, 85-41.

## AMERICAN FOOTBALL

# Rathman keeps 49ers show on road

By ROBERT KIRLEY

THE San Francisco 49ers and the New York Giants, the only unbeaten clubs in the National Football League, won on Sunday without relying on their quarterbacks.

The 49ers, who usually fly first class with Air Montana, duffed off the reliable old journeyman Tom Rathman, who rumoured to be the team's first rushing touchdown of the season in a 27-7 win over the Pittsburgh Steelers.

Joe Montana, of San Francisco, who completed six scoring passes last week, had an uneventful day with 17 yards and one touchdown. The 49ers converted two turnovers into quick

scores and monopolised the ball after the interval.

San Francisco have been playing without the injured Roger Craig. Having averaged fewer than 70 yards rushing in their first five games, the 49ers accurately predicted a 40-yard field goal with three seconds left against the Phoenix Cardinals.

New York played fitfully without the top-rated quarterback back in the league, but Jeff Hostetler directed two fourth-quarter scoring drives. His 38-yard loss to Stephen Baker

pulled the Giants back to 19-17 with three minutes to play.

**AMERICAN CONFERENCE**  
East division  
Miami Dolphins 1 0 125 85  
Buffalo Bills 1 0 100 120  
Houston Oilers 1 0 134 178  
New York Jets 1 0 134 178  
New England Patriots 1 0 100 120  
West division  
Cleveland Browns 2 0 154 105  
Houston Oilers 1 0 134 178  
Pittsburgh Steelers 2 0 100 120  
Cleveland Browns 2 0 154 105

**NATIONAL CONFERENCE**  
East division  
New York Giants 0 0 150 85  
Washington Redskins 0 0 134 178  
Dallas Cowboys 0 0 134 178  
Philadelphia Eagles 2 0 154 105  
West division  
San Francisco 49ers 0 0 150 85  
Los Angeles Raiders 0 0 134 178  
Denver Broncos 0 0 134 178  
Seattle Seahawks 0 0 134 178  
San Diego Chargers 0 0 134 178

# The smile on the face of the assassin

By HENRY KELLY

I AM getting seriously worried about these two new — well, newish — snooker stars, Stephen Hendry and Nigel Bond. They smile. They look like nice boys. They play immaculate snooker and they are articulate and mannerly in conversation with the inevitably paternal and over-courteous David Vine.

They may think they are the new faces of snooker but when we old-timers get with drawal symptoms from the disappearance of Alex Higgins, we can always watch the country's leading Winsome Johnnie, Jimmy White, scowling and grinning his way into the living-room.

The climax of the Rothmans snooker over the weekend was good stuff and, when Bond looked as if he might win, I wonder how many armchair viewers changed their eating arrangements for Sunday evening. In the event, the old-timer Hendry, who looks aged about 12 to Bond's 12½, won through, deservedly so.

He admitted afterwards that Bond had played better

against him than anybody else had ever done. The name's Bond, Nigel Bond, licensed to play snooker. There are times when I watch these fellows playing with such concentration and determination that I suspect they would be hired assassins in another life.

The ignorance of the Reading snooker crowd was deplorable. Their silliest moment came when one of the finalists fluked a red from one bottom pocket across the table into the other... and the crowd went wild. The cameras fortunately caught both players almost laughing.

And the hooligan-style cheers that greeted every shot of White's in the semi-final suggested less an enthusiasm for the game than a transferred allegiance from some draughty football terrace. I missed the two big fights: the Old Trafford heavyweight

clash between George Graham's highly disciplined Arsenal and Alex Ferguson's historic Manchester United. Full of men ready, willing and able to go 90 minutes of 15 rounds with the best of them.

Soon, they will have taken my ice hockey bag away from me and we will have to say that we "went to the big fight on Saturday and a football game broke out".

The second big fight, of course, was the discussion at about 100mph between those two nice men, Alain Prost and Ayrton Senna, as to which of them could have the inside lane turning a corner.

They want to try Hyde Park next time and see what happens. Or maybe we could let them drive in London traffic and whoever does not get overtaken on the inside by a black cab wins the world championship. Or they could try overtaking a bus on the motorway somewhere.

The American football is excellent and I am even beginning to appreciate some of the skills. There was one pass and reception on Sunday evening which fair took the breath away, but I must mention in passing that there

seem to be a lot of late tackles.

Still, padded to the eyeballs, maybe you do not notice it. To an outsider, it looks like an achievement to stay in one piece for a full game.

Speaking of achievement, could I end with making a note of one which I know will be of interest to golfers? Playing a four-ball competition last Thursday on the championship South Course at the La Manga complex in Spain, I was in the company of a five-handicap player, Michael Green, from the Abridge Club in Essex.

During the course of his round, he holed in one at the par-three fifth hole and holed his third shot for an eagle three at the notoriously difficult 18th hole, once also eagled by Arnold Palmer to win a major competition.

Now this feat has never been done at La Manga and I wonder if many amateur golfers in the course of a round have had a hole in one and an eagle in other words have taken only four shots to cover what the game would have allowed in eight.

## RACING

# Eddery frustrated in quest for 200 as rivals prosper

By GRAHAM RICK

PAT Eddery's quest for his 200th winner of the season failed at Nottingham yesterday when the best he could manage was a well-beaten third on Shining Wood in the second division of the Woodborough Maiden Stakes. The Irishman rides at Chesham today, with his hopes of reaching a double century should be helped by four booked rides.

While Eddery was unable to find the winner's enclosure about Walter Swinburn and Willie Carson rode doubles, and Swinburn looks set to ride his 100th winner this year at Chester this afternoon.

Geoffrey Gibbs, the Jockey Club's senior handicapper who compiles the weights for nursery races, took the view that Chippaya had beaten the winners by five lengths over the course and distance of the Westborough Fillies' Nursery Handicap, but the backers disagreed and made her a well-backed 15-8 favourite to follow up.

They were not disappointed. Chippaya drawing six lengths clear of her field in the final furlong and not surprisingly unseating James Fanshawe's attempt to strike again before she can be reassessed. "I've entered her twice on Saturday, and she's in the Redcar Gold Trophy next week, but she needs a little time between her races, and Saturday might come too soon," he said. Chippaya will carry 8st 5lb if she challenges for the Redcar race a week today.

Earlier, Swinburn had initiated his double on Wafina, who comfortably accounted for Dance Partout and Eddery's mount, Shining Wood. An imposing son of Nijinsky, Wafina could make up into a decent handicapper next season. "There are no analogous plans for him, but he should stay a mile and a half next year," said Michael Stoute's assistant, Gerry Cusack.

Maurill's consistency was rewarded as last when he really accounted for his rivals in the first division of the Wood-

borough Maiden Stakes. The 11-10 on favourite strode clear by five lengths from modest opposition and could take his chance in the Zealand Stakes at Newmarket next week.

While Maurill was well backed, Cusack's second winner Philharmonia drifted out to 12-1 before the Flashborough Stakes but, patiently handled, ran on under hands and heels to beat Adamik by three lengths. "Willie said she's still a bit green, but this mile and a quarter is her right hip," said Steve Kelly, assistant travelling head to John Hills.

Geoff Lewis has had a lean season, but his team has been making up for lost time in recent weeks and the Epsom trainer completed a double in the first and second races.

Royal Supreme and Dale Gibson landed the opening Ratoorth Apprentices' Selling Handicap but a little shine was taken off the victory when the winner was sold at the subsequent auction for 6,000 guineas to Len Lugo.

Cronk's Courage made virtually all the running under Paul Eddery to hold John O'Donnell's *Manila's Boy* by a neck and a short head in a driving final in the closing Kegworth Handicap.

**Grand design is announced at Nottingham**

PLANS for a £13 million building project at Nottingham racecourse, incorporating a new weighing room, bars and private boxes, were unveiled yesterday. Work is due to start on March 1 next year, with completion scheduled for the end of 1991 and the opening coinciding with the course's centenary year in 1992.

The Horserace Betting Levy Board is providing an interest-free loan of £1 million against the racecourse's own resources.

# Kovalevskia maintains Bronson's title hopes

ELAINE Bronson kept herself in contention for the women's amateur riders' championship with a stylish victory over Kovalevskia at Folkestone yesterday.

The series concludes at Chesham today, and while Bronson today rode *Lydia Peascoe* stars, Gary Balding in the title race victory on *Profil A Prende* in the *Mademoiselle Ladies' Stakes* could give her enough points to overhaul her rivals.

Bronson, who participated in the *Kovalevskia* in the *Leeds Amateur Riders' Handicap* 12 months ago, repeated her win when coming off a fast pace to lead a furious on and go on to score by three lengths.

She is by far the best rider in the championship. It was winning trainer David Wilson's assessment. "She won the race last year after bursting clear half a mile out but today I told her to hold the horse up. She was lucky in that they went a suicidal pace."

Fastest backers collected again when *Golden Bird* took division, one of the *Burwash Maiden Stakes*. Placed on three of his four previous outings, he showed too much speed for his moderate rivals, winning by five lengths.

## Yesterday's results

### Nottingham

Going good to soft.

1.15 (m 500) 1. ROYAL SUPREMACY (Dale Gibson, 11-1) 2. *Endless Lady* (J. O'Donnell, 10-1) 3. *Endless Lady* (J. O'Donnell, 10-1) 4. *Endless Lady* (J. O'Donnell, 10-1) 5. *Endless Lady* (J. O'Donnell, 10-1) 6. *Endless Lady* (J. O'Donnell, 10-1) 7. *Endless Lady* (J. O'Donnell, 10-1) 8. *Endless Lady* (J. O'Donnell, 10-1) 9. *Endless Lady* (J. O'Donnell, 10-1) 10. *Endless Lady* (J. O'Donnell, 10-1) 11. *Endless Lady* (J. O'Donnell, 10-1) 12. *Endless Lady* (J. O'Donnell, 10-1) 13. *Endless Lady* (J. O'Donnell, 10-1) 14. *Endless Lady* (J. O'Donnell, 10-1) 15. *Endless Lady* (J. O'Donnell, 10-1) 16. *Endless Lady* (J. O'Donnell, 10-1) 17. *Endless Lady* (J. O'Donnell, 10-1) 18. *Endless Lady* (J. O'Donnell, 10-1) 19. *Endless Lady* (J. O'Donnell, 10-1) 20. *Endless Lady* (J. O'Donnell, 10-1) 21. *Endless Lady* (J. O'Donnell, 10-1) 22. *Endless Lady* (J. O'Donnell, 10-1) 23. *Endless Lady* (J. O'Donnell, 10-1) 24. *Endless Lady* (J. O'Donnell, 10-1) 25. *Endless Lady* (J. O'Donnell, 10-1) 26. *Endless Lady* (J. O'Donnell, 10-1) 27. *Endless Lady* (J. O'Donnell, 10-1) 28. *Endless Lady* (J. O'Donnell, 10-1) 29. *Endless Lady* (J. O'Donnell, 10-1) 30. *Endless Lady* (J. O'Donnell, 10-1) 31. *Endless Lady* (J. O'Donnell, 10-1) 32. *Endless Lady* (J. O'Donnell, 10-1) 33. *Endless Lady* (J. O'Donnell, 10-1) 34. *Endless Lady* (J. O'Donnell, 10-1) 35. *Endless Lady* (J. O'Donnell, 10-1) 36. *Endless Lady* (J. O'Donnell, 10-1) 37. *Endless Lady* (J. O'Donnell, 10-1) 38. *Endless Lady* (J. O'Donnell, 10-1) 39. *Endless Lady* (J. O'Donnell, 10-1) 40. *Endless Lady* (J. O'Donnell, 10-1) 41. *Endless Lady* (J. O'Donnell, 10-1) 42. *Endless Lady* (J. O'Donnell, 10-1) 43. *Endless Lady* (J. O'Donnell, 10-1) 44. *Endless Lady* (J. O'Donnell, 10-1) 45. *Endless Lady* (J. O'Donnell, 10-1) 46. *Endless Lady* (J. O'Donnell, 10-1) 47. *Endless Lady* (J. O'Donnell, 10-1) 48. *Endless Lady* (J. O'Donnell, 10-1) 49. *Endless Lady* (J. O'Donnell, 10-1) 50. *Endless Lady* (J. O'Donnell, 10-1) 51. *Endless Lady* (J. O'Donnell, 10-1) 52. *Endless Lady* (J. O'Donnell, 10-1) 53. *Endless Lady* (J. O'Donnell, 10-1) 54. *Endless Lady* (J. O'Donnell, 10-1) 55. *Endless Lady* (J. O'Donnell, 10-1) 56. *Endless Lady* (J. O'Donnell, 10-1) 57. *Endless Lady* (J. O'Donnell, 10-1) 58. *Endless Lady* (J. O'Donnell, 10-1) 59. *Endless Lady* (J. O'Donnell, 10-1) 60. *Endless Lady* (J. O'Donnell, 10-1) 61. *Endless Lady* (J. O'Donnell, 10-1) 62. *Endless Lady* (J. O'Donnell, 10-1) 63. *Endless Lady* (J. O'Donnell, 10-1) 64. *Endless Lady* (J. O'Donnell, 10-1) 65. *Endless Lady* (J. O'Donnell, 10-1) 66. *Endless Lady* (J. O'Donnell, 10-1) 67. *Endless Lady* (J. O'Donnell, 10-1) 68. *Endless Lady* (J. O'Donnell, 10-1) 69. *Endless Lady* (J. O'Donnell, 10-1) 70. *Endless Lady* (J. O'Donnell, 10-1) 71. *Endless Lady* (J. O'Donnell, 10-1) 72. *Endless Lady* (J. O'Donnell, 10-1)







# Hall returns to give formidable look to England's back row

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# When happiness was a ball at Pele's feet

DAVID MILLER

Our Chief Sports Correspondent pays a fifth birthday tribute to a paragon of the last virtues of association football as a celebration of joyous self-expression

THE man who arguably gave more sporting pleasure to more people than anyone in history is 50 today. Perhaps the most profound sensation to be experienced when watching Pele was the pleasure that the game gave to him in such a way that he and the audience were united in a special kind of self-conscious happiness.

It was a rare gift he had, more remarkable even than his extraordinary skills, which surpassed those of other great players such as Matthews, Df Stefano, Best and Cruyff. Pele said that Matthews "opened the door for the rest of us". Each of them could mesmerise not just an opposing team but an entire stadium of people, seemingly unimpeded by the laws of gravity, balance and centrifugal force that limit everyone else.

Happiness is a quality that has vanished from football since the days of Pele, yet it distinguished his whole career. For him, the game

was foremost a means of expression, not a vehicle for triumph, superiority and commercialism. He played football the way Pavarotti sings, the way Gauguin painted, and the world watched in rapt enchantment.

Yet he was entirely without presumption, devoid of the arrogance of some of today's pipsqueek upstarts, who, having done little, want money to say good morning. When I went, before the World Cup of 1966 in England, to interview him exclusively for *The Sunday Telegraph* in Madrid - where 100,000 came to see him play in a friendly

between Real and Athletic - he would not accept a fee. As a courtesy, my wife bought him some wine glasses when he arrived in London.

Poetry in motion was no cliché when applied to Pele. The control, the turn, the overhead kick and, in one continuous movement, the svelte shot for goal that immortalised his appearance in the 1958 World Cup final against Sweden were the explication of some Newtonian physics formula, thereafter transforming the game. To have been in Sweden was a watershed: pre-Pele and now post-Pele. Here was a magical 17-year-old who was, literally, unplayable.

Once asked him when he had first realised he was exceptional. Those heavy brown eyes that roll like a lion's when half-asleep in the sun, yet have never reflected aggression, blinked momentarily. "I suppose," he said, "when I was 16, and had been playing for nine months with Santos, and they said I'd been chosen for Brazil, I

thought then I must be good." Born in Bauru, his father had played professionally with Minas Gerais. Pele never had a pair of boots till he was 11. He was apprenticed, in fact, to be a shoemaker when Valdemar de Brito, a former international, took him at 15 to Santos in São Paulo.

Formally, he had learned nothing of the game; spontaneously, he had learned everything. Like a matador, he could take the ball closer to an opponent than anyone ever has bar Matthews. So perfect was his balance and eye that he would kick the ball against an opponent's shins from two or three feet away, then go past on the rebound before the opponent could react. As a prolific goalscorer, he would regularly feign a first shot, then place the ball somewhere else. Goalkeepers, trying to react, would sometimes laughably look as though they had lost their balance.

And steadily, with accelerating eagerness, the defenders started to

Not the least extraordinary quality he had was that, though playing 100 matches a season with Santos and Brazil, his style was never compromised by expediency; never would he shield his limbs from abuse because he could not conceive a game without self-expression and enjoyment. "My only obligation is to myself," he used to say; and he was not talking about money.

The provocation, by his mid-twenties, was intolerable, yet seldom did he respond. He was sent off three times for arguing, and might have gone for real retaliation when playing Argentina in 1964 and being systematically hacked by those players who would corrupt the quarter-final against England two years later.

On his own admission, and for those privileged to see it, his most sublime play was for Santos rather than for Brazil. He reached heights, in matches against Benfica, the European champions,

in 1961-2 that defied belief. Sheffield Wednesday had a glimpse of his genius, together with the mercurial Coutinho, when Santos visited Hillsborough in 1965.

The butchery of Pele by Bulgaria and then Portugal in 1966 denied English spectators a first-hand view of his genius. The ignorant gratuitously said he could not take the hard stuff. He departed, sadder but wiser, with a lump on his shin the size of a tea-cup.

Mexico in 1970 saw his pinnacle for Brazil at the age of 30. Bobby Moore and England nearly defied them in the first round, but Pele created the only goal for Jairzinho. The final against Italy brought a joy to football that may never be repeated. Pele, the paragon, was the fulcrum around whom revolved the skills of Gerson, Clodoaldo, Rivelino, Tostao, Jairzinho and Carlos Alberto. For Brazil, and for Pele, it was the apotheosis.



Pele: the ultimate entertainer

## FOOTBALL

## Platt warns Villa of the need to keep Klinsmann in check

By DENNIS SHAW

THE first-hand knowledge of many of the Inter Milan team gained by David Platt in the World Cup is complementing the expertise of the manager, Jozef Venglos, and video clips of the opposition as Aston Villa prepare for tomorrow night's UEFA Cup game at Villa Park.

Nothing is being left to chance as Villa refuse to allow themselves to be regarded as mere extras for the home leg of this second round tie, or, for that matter, for the return at the San Siro stadium early next month.

"When English clubs are accustomed to meeting Liverpool they do not have to be overawed by Inter," Venglos, who saw Inter beat Pisa 6-3 in Milan on Sunday, insists.

"We know that they try to impose their shape on other teams so you have to attempt to do the same to them. It will be a fine tactical battle and a very even one."

"In the first round, against Rapid in Vienna, they lost 2-1 and finally won through the second leg on penalties. They will be respecting us as much as we respect them."

"In Spink and Cowsens we have players who have won the European Cup while Platt, McGrath, Neilson and Casarino are top internationals."

Platt, becoming increasingly aware of the game outside of the Barclays League, believes that Cowsens and himself will be responsible for marking Matthaus, the West German captain, and Berti.

But the specific advice Platt has passed on concerns another of the West Germans, Klinsmann. "We have to make it difficult for them to get the ball out to him," Platt said.

"He is as fast and aggressive as Alan McInally was in Villa colours and like greased lightning in front of goal."

"No matter what you do you know that at some time in the game he will be there, in a dangerous position, a yard ahead of his defender." Platt said, recalling the World Cup semi-final when England restricted Klinsmann's supply without ever cutting him out entirely.

Another World Cup squad player, Serena, scored three of Inter's goals on Sunday with two coming from Matthaus and one from Bergomi.

Venglos does not know whether he will be able to include McGrath, who missed last week's Republic of Ireland international with Turkey and the League match at Wimbledon on Saturday. He is having intensive treatment for a long-standing arthritic knee condition.

The inexperienced Comyn, a former university student, stands to deputise as one of Villa's three centre backs in what would be a searching examination of his potential.

## Tennis's world champion enjoys peace and quiet of off-season Brighton

By ANDREW LONGMORE

STEFFI Graf returns to one of her favourite haunts on the circuit when she begins the defence of her Midland Bank Championship at Brighton today. The world champion, who starts her bid for a record-breaking fourth title against the Swede, Cecilia Dahlman, enjoys the peace and quiet of Brighton off-season.

She can wander the backstreets to relative anonymity, searching for records and clothes, have an evening out in London, escape the enormous private and public pressures which have all but ruined her year and plunge her life as other 21-year-olds do. Maybe, this year, she will indulge her new interest in art as well.

Certainly, she is rarely detained long on the tennis court at the Brighton Centre and, with only three other players in the top 15 in the field this year, she appears to have an easier task ahead of her than last year when she had to beat Monica Seles and Jana Novotna before eventually losing to Chris Evert's record of three titles at Brighton.

Novotna, who nearly beat Graf in the semi-final a year ago, was due to be the No. 3 seed, but had to pull out with flu and stands to play for the first time since she was 19. She is a former champion and French Open finalist, who withdrew with an elbow injury.

Graf's main rival for the title is Katerina Malekova, the No. 2 seed, the middle of the three who are also in the top 15 in the world, the highest ranked. Playing at her best, Natalia Zvereva, seeded fifth behind Helena Sukova, could give the German



Failing to qualify: Celine Cohen, of Sweden, losing to Gaby Coorengel, of Netherlands, in the qualifying

a run for her money, but then no one, least of all Zvereva herself, knows when she is going to play her best. Britain's Clare Wood, who plays the Russian in the first round, will take heart from that.

Sarah Lousome, who could face Graf in the fourth round, has an equally tough match against the improving French girl, Nathalie Tauziat, while Jo Durie, Britain's highest-ranked

player at No. 63, plays the gentle Swede, Catarina Lindqvist.

In Stockholm, only delicate last-minute negotiations saved the \$1 million IBM ATP tour event as five players who were on the United Nations blacklist - Jay Berger, Darren Cahill, Wally Masur, Kevin Curren and Richey Reneberg - agreed to sign the Swedish Sports Confederation's declaration that they

would not play in South Africa again until the international sporting boycott had ended.

THEIR-ROUND QUALIFYING (GB unless stated): H. Spang (Austria) to S. Nielsen, 6-3, 6-1; J. Salmon to C. Lindqvist, 6-3, 6-2; A. Davies (Ireland) to V. Davis, 6-2, 6-4; K. Hand to R. Fickel (USA), 4-6, 5-2, 7-5; C. Sule (FR) to K. Rasmussen, 6-3, 6-2; A. Gaudin to A. Gaudin (USA), 5-6, 7-6, 6-1; V. Melnikova (USSR) to V. Humphreys-Davies, 6-1, 6-2; G. Coorengel (Netherlands) to C. Cohen (Sweden), 6-7, 6-2, 6-0.

● SYDNEY (Flourish) - Australia claimed a small victory in its battle with US tennis

authorities over the Davis Cup final scheduled in St. Petersburg, Florida, from November 30 to December 2. Ten days ago the US Tennis Association (USTA) said the final would be played on a red brick surface made in Germany. Tennis Australia said that it believed the surface might not be allowed under C.O.R. regulations because it was not in regular use in the US.

Yesterday Tennis Australia said the USTA had abandoned plans to import the red brick surface, instead the court would be "constructed from local materials originating in the US".

## Maradona and Gullit even

OVERSEAS REVIEW By KEITH BLACKMORE

THE Italians have a record seven representatives in the second round of the three European competitions this week. Two of them, AC Milan, the European Cup holders, and Naples, the Italian champions, drew 1-1 on Sunday.

Diego Maradona gave Naples the lead eight minutes from the end, converting a penalty after Crippa had been tripped, but Rudi Gutknecht equalised with a header in the 88th minute to keep Milan at the top of the first division. Milan play Club Brugge and Naples take on Spartak Moscow in the champions competition.

The most impressive performance in Italy, however, came from Inter Milan, who play Aston Villa in the UEFA Cup. Inter beat Pisa 6-3. Aldo Serena scoring three, and Luthar Mathaus two.

Sampdoria beat Atalanta, who play Fenerbahce in the UEFA Cup, 4-1. Holders Sampdoria play Olympiakos, of Greece, in the Cup Winners' Cup. Inter were disappointed before their tie against Austria Vienna in the same competition, drawing with Lazio, Bologna, who meet Heart of Midlothian in the UEFA Cup on Wednesday, lost at home to Cesena. Yesterday Bologna dismissed their coach, Franco Scoglio, and appointed Gigi Radice.

Marseille, the champions of France, preparing for their European Cup tie against Lech Poznan, of Poland, went down 2-1 to Sochaux.

In Spain, Real Madrid drew 0-0 with Oviedo, and John Aldridge's penalty saved them from a Sociedad victory against Valencia. Barcelona, the league leaders, beat Sporting Gijon 3-2. They play FC Bayern Munich in the Cup Winners' Cup. Real play Swarovski Tiro in the champions competition.

## OVERSEAS LEAGUE AND CUP RESULTS

**AFRICAN CUP WINNERS CUP:** Guadalupe (Guadeloupe) 2, FC Lorient (France) 1. Guadalupe 2, FC Lorient 1. Guadalupe 2, FC Lorient 1. Guadalupe 2, FC Lorient 1.

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